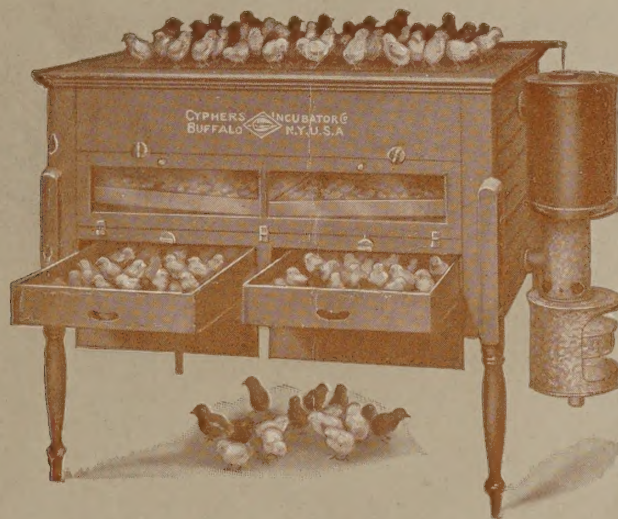


PROFITABLE POULTRY RAISING



COMPLETE CATALOGUE AND POULTRYMAN'S GUIDE
**CYPHERS INCUBATOR
COMPANY**

BUFFALO, N.Y. U.S.A.

MANUFACTURERS OF
INCUBATORS, BROODERS
POULTRY APPLIANCES, FOODS
AND STANDARD SUPPLIES

1911

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CYPHERS INCUBATOR COMPANY
BUFFALO, N. Y., U. S. A.

SPECIAL NOTICE

WE believe that every earnest poultry raiser, man or woman, who *means business* will wish to retain this Cyphers Company Catalogue—our Fifteenth Annual—for *future reference*. We have tried to make it more valuable, more helpful than any of its predecessors! In its pages will be found described the *complete* line of poultry goods manufactured by us, with prices of single articles and in quantities. Goods *dealt in by us*, like poultry netting, roofing paper, bone cutters, grit, oyster shells, etc., are also described and priced.

SEE COMPLETE INDEX, LAST PAGE

CYPHERS INCUBATOR COMPANY

(Incorporated—Capital Stock \$400,000)

HOME OFFICES AND FACTORY, Court and Fourth Streets,

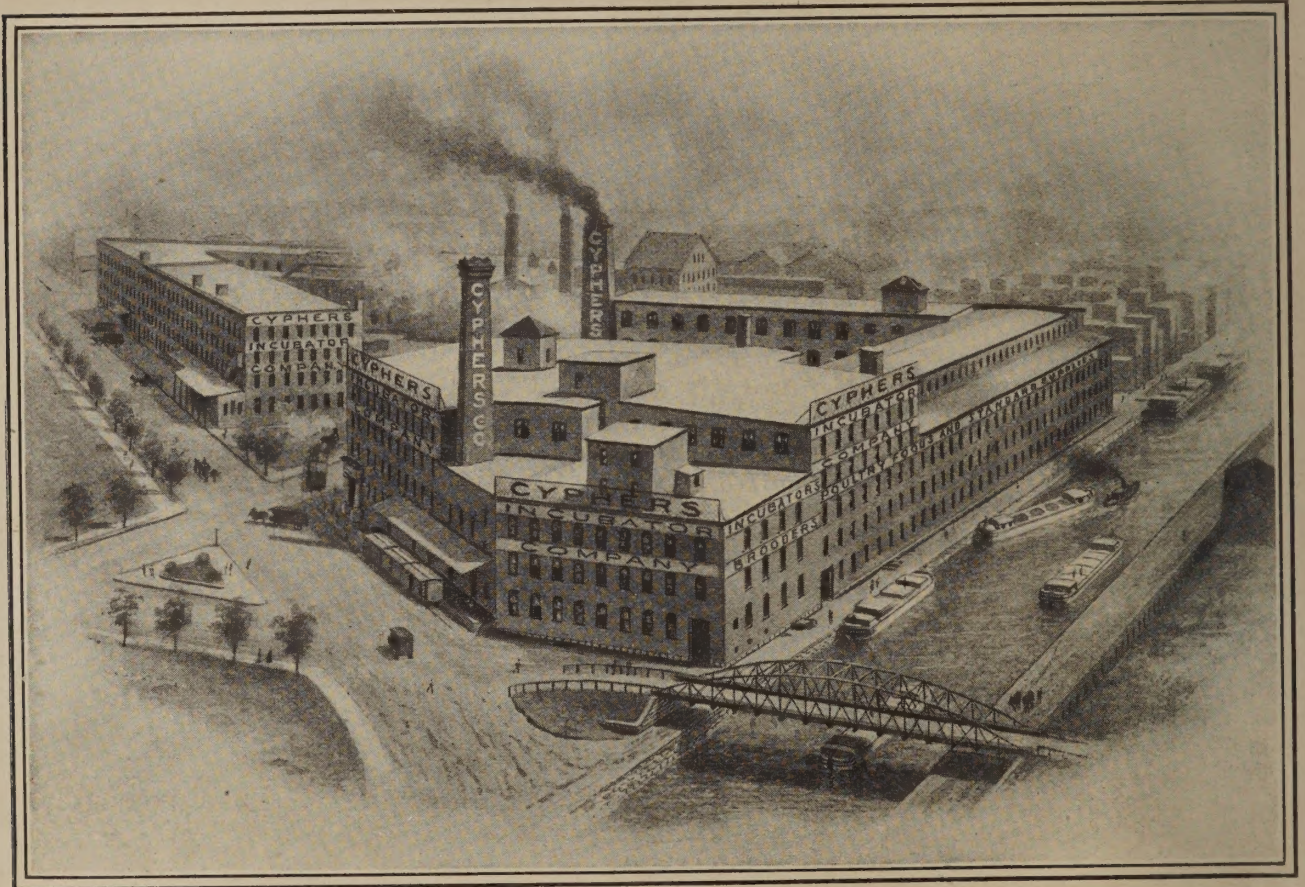
OFFICERS :

GRANT M. CURTIS, President.
WM. A. TRUE, Vice-President.
GEORGE H. GILLIES, Secretary.
CHAS. W. PRYOR, Treasurer.
A. E. HOLZBORN, Assistant-Treasurer.

BUFFALO, N. Y., U. S. A.

DIRECTORS :

GRANT M. CURTIS.
WM. A. TRUE.
GEORGE H. GILLIES.
C. A. DAMON.
CHAS. W. PRYOR.



Factory and Lumber Yards of Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Occupy entire building shown in center of picture and 27,000 square feet in building to left. Total floor space, 237,000 feet—more than five acres of manufacturing and warehouse space exclusive of branches.

American Branch Houses and Salesrooms :

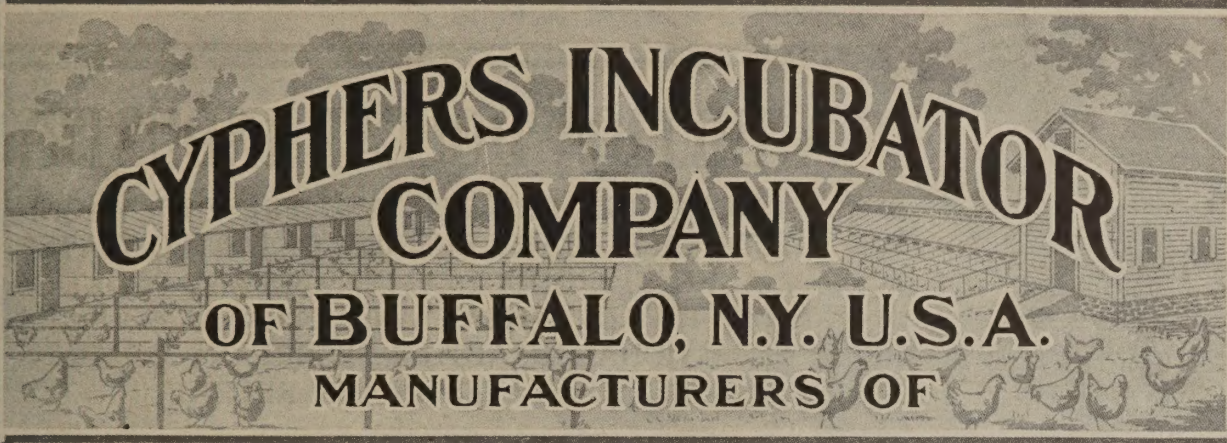
23 Barclay Street, NEW YORK CITY, N. Y.
340-344 North Clark Street, CHICAGO, ILL.

12-14 Canal Street, BOSTON, MASS.
317-319 Southwest Boulevard, KANSAS CITY, MO.
1569-1571 Broadway, OAKLAND, CAL.

European Office and Salesrooms :

121-123 Finsbury Pavement, - - LONDON, ENGLAND

Agencies and Distributing Depots in the Principal Cities of Europe, Australia, New Zealand, South Africa, Hawaii, Japan, Canada, Mexico, Cuba, and Central and South America.



CYPHERS INCUBATOR COMPANY

OF BUFFALO, N.Y. U.S.A.

MANUFACTURERS OF

INCUBATORS

(Fire-Proofed — Insurable)

Oil Heated

Gas Heated

Electric Heated

Coal Heated

BROODERS

(Fire-Proofed — Insurable)

Indoor and Outdoor, Single and Sectional, With Heat and Without, Adaptable Hovers

POULTRY FOODS

(Sealed Bag Brands)

Chick, Developing, Forcing, Laying, Scratching, Pigeon, and Beef Scrap;
also Short-Cut, Mealed and Shredded Alfalfa

POULTRY SUPPLIES

Colony Houses, Brooding and Shipping Coops, Egg Testers, Cabinets, Cases and Boxes,
Roofing Papers, Wire Nests and Fencing, Food Hoppers, Grit Boxes, Water
Fountains, Chick Markers, Caponizing Sets, Spray Pumps, Etc., Etc.

LABORATORY PRODUCTS

Granulated Charcoal, Lice Powder and Paint, Anti-Lice Nest Eggs, Fumigating Candles,
Napcreol Disinfectant, Chick Ointment, Roup Cure, Complete
Medical and Surgical Cases, Etc., Etc.

PROPRIETORS OF

Cyphers Company \$40,000 Commercial and Demonstration Poultry Farm

PUBLISHERS OF

Cyphers Library of Practical Poultry Books

FIFTEENTH ANNUAL CATALOGUE

PUBLISHED BY

CYPHERS INCUBATOR COMPANY

BUFFALO, N.Y., U.S.A.



THE LATEST OFFICIAL REPORT on the magnitude of the Poultry Industry is that of Hon. James Wilson, United States Secretary of Agriculture, as made by him in an address at a banquet given by the Washington, D. C., Poultry Association, December, 1909. Secretary Wilson stated that *"the poultry and egg products of the United States in 1908 amounted to seven hundred million dollars, and were second only to the corn crop in value."*

In his Ninth Annual Report, dated November 22, 1905, Secretary Wilson said:—

"'The farmer's hen' is becoming a worthy companion to his cow. The annual production of eggs is now a score of billions, and they are becoming a substitute for high-priced meats, besides entering more generally into the every-day food of the people. Poultry products have climbed to a place of more than half a billion dollars in value, so that the farmer's hen now competes with wheat for precedence."

The United States census of 1900 gave the value of poultry and eggs at \$280,686,429.

In 1905, *this value*, according to Secretary Wilson's Ninth Annual Report, had "climbed to a place of *more than half a billion dollars*," and was a close competitor with wheat as a source of National wealth.

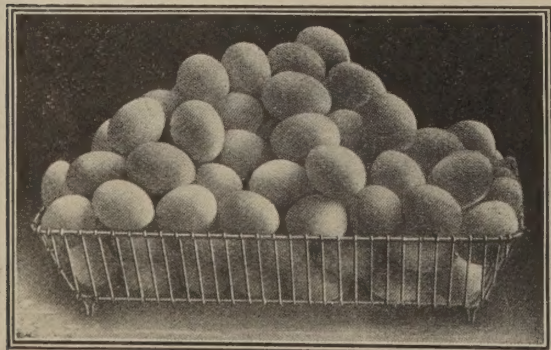
In 1908, *three years later*, the value of poultry and eggs, according to the same high authority, "amounted to \$700,000,000, and was second only to the corn crop in value."

At this rate of increase, what of the year 1911?

The totals supplied us by the U. S. Government show that during the years 1905, 1906 and 1907 the increase was fifty per cent. *more rapid* than during 1900, 1901, 1902, 1903 and 1904. If this rate of more rapid increase was kept up for 1908, 1909 and 1910 (as no doubt it was), then it is clear that in 1911 we shall have *a billion dollar poultry industry*, and with a good margin to spare.

The reader may well ask: What is the *real foundation* of this great industry? What are the *reasons* for its remarkable development?

First—and most important, the Poultry Industry is based on the *easy* production of *human food* of very high quality in nutritive value.



Two Ounce Hen Eggs, or Eight to the Pound.

Eggs and milk are the only two *complete* foods known to man.

The egg contains the chick embryo and every food element *needed* to develop the full-grown chick and keep it in perfect health thirty-six to forty-eight hours after it is hatched.

But Nature did more than give to the egg this wonderful food value. She put it up in a marvelous white or brown envelope—attractive, easily handled, protective, *marketable*.

A BILLION DOLLAR INDUSTRY

Deprived of eggs the world would lose its most valuable, all-around food—a food unsurpassed, unequalled in the variety of tempting, satisfactory ways in which eggs can be prepared and served.

Then comes poultry meat! To mention the words calls up visions of the Sunday dinner, the picnic spread, the Thanksgiving feast, and suggests the tender broiler, the juicy roaster, the soft-meated capon.

Chickens, turkeys, ducks and geese—the meat of each is delicious in *different* ways, appealing to the most dainty palate, yet strong in nourishment for the hardiest workman.

Large capital is not required to start in the poultry business on a moderate scale. Poultry raising for profit is especially attractive to men and women of moderate means—on farms, in villages, in city suburbs. Even the thrifty mechanic or his wife in the residence districts of large cities can now keep a few fowls to supply the home table and help cut down the high cost of living.

Poultry and farming, poultry and fruit-growing, poultry and truck-gardening, go hand-in-hand. Any farm—small or large—would look “abandoned” without the usual flock of thrifty, productive fowls. Here they save from waste a large part of their food—here at least three-fourths of their annual product is clear profit. Poultry is “right at home” on the farm. Domestic fowls will be welcome there as long as mankind inhabits the globe.

The poultry business can never become a monopoly. The egg supply cannot be “cornered.” Attempts may be made to corner the products of the industry, but cornering a product means higher prices for the producer. To establish higher prices is the chief object of a “corner.” The consumer pays the bill—not the producer.

There is small waste in poultry keeping. Pullets are what the poultry raiser wants—as a rule. When the chicks grow up he can sell or eat the surplus cockerels. The pullets will begin laying at four to six months old, according to the breed. The owner now eats or sells the eggs. Pullet-hens should lay 120 to 200 eggs during the first season's work. Then the owner can eat or sell these hens when they are about to go into the molt and replace them with new pullets.

These common-place facts suggest the broad and lasting foundation which underlies the modern poultry industry. They account, in large part, for its magnitude—for its amazing growth in the United States during the last ten years. And the movement is not confined to this country. It is as broad as civilization!

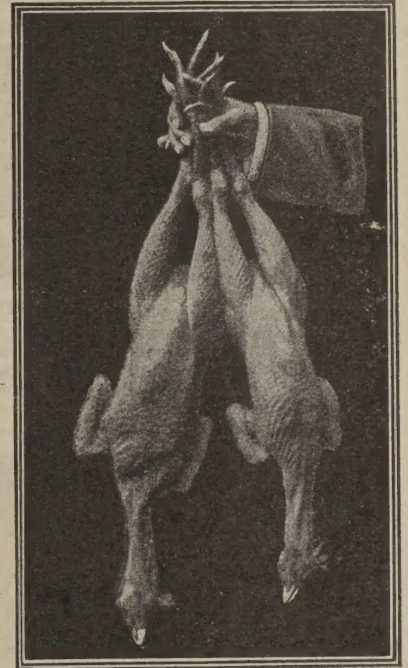
Today intelligent poultry raising is both popular and profitable. The United States Government has taken these facts into account and now has its own Poultry Department and issues regular bulletins on the selection, care and management of fowls.

Leading States of the Union and the older Provinces of Canada at present are rivaling one another in establishing Poultry Departments at agricultural colleges and in doing valuable experimental work under the name of Poultry Husbandry.

Regular poultry courses are now taught at more than twenty agricultural colleges of the United States and Canada and graduates in Poultry Husbandry are being furnished diplomas at the rate of several thousand each year.

These graduates are returning to the farms of the country to raise more and better poultry by improved methods, or are accepting positions as professional poultrymen, or are starting poultry plants of their own.

All this means true progress and a still greater Poultry Industry—a further wonderful increase in poultry production, in eggs and poultry for human consumption.



“Soft Roasters,” Six Months old.
Combined weight, 23 pounds.



FANEUIL HALL AND QUINCY MARKETS, BOSTON, MASS.

Probably more and better poultry—especially dressed poultry—is delivered daily to this market place than to any other in the world. New England was the cradle of the poultry industry in North America and the poultry growers of that section have fully held their own both in the science of breeding exhibition quality and in the production of prime table poultry, including broilers, capons and the famous "South Shore Soft Roasters." These soft roasters retail at \$2.50 to \$4.00 each at weights of six to ten pounds dressed.



VIEW OF SOUTH WATER STREET, CHICAGO.

Thousands of dozens of live poultry—chickens, turkeys, ducks and geese—are received every week in this street for local use and for assortment to be reshipped to eastern markets. In recent years, however, hundreds of carloads of live poultry are shipped east from points in Indiana, Illinois, Missouri, Iowa, Kansas and other Mid-West States without being consigned to Chicago commission merchants. More than eight hundred regular poultry cars are now employed in this service. Ten years ago the number of these cars was less than two hundred.

WHAT THE POULTRY INDUSTRY IS

JUST TRIBUTE TO PIONEER POULTRY BREEDERS. EARLY HISTORY IN NEW WORLD. AMERICA'S TWO GREAT PRODUCTIONS. DIFFERENT BRANCHES OF THE BUSINESS. FARMER IS "THE NATURAL POULTRY-MAN" AND THE FARM IS CHEAPEST PLACE TO RAISE POULTRY

THE DOMESTIC HEN, prolific source of National Wealth that she is today, did not attain to this position unaided. In her development as a great economic factor, man has played a most important part.

Even now the hen that lays an egg has *no thought* of filling a market basket! Her one idea has always been to produce a few eggs during hatching time and surround herself with a brood of chicks.

The world has poultry breeders of different lands to thank for developing by careful, intelligent selection the egg-producing power of bred-to-a-purpose fowls until entire flocks now average 150 to 200 eggs within a year and individual hens of several varieties have to their credit records of 225 to 275 eggs laid in three hundred and sixty-five consecutive days.

These poultrymen, by scientific methods, by improved conditions, have transformed the tough, stringy, coarse meat of the original wild fowl into tender, finely-grained flesh of palatable flavor—into the prime table poultry of today, the kind that we all like to buy and eat.

Modern poultry breeders, as the work of half a century, have changed the shape of domestic fowls—have added greatly to the desirable meat portions of poultry—have given us broilers, soft roasters and capons that "can be cut with a fork," so tender is the flesh.

The same men and women—at one time spoken of in derision as "chicken fanciers"—have created one hundred and thirty different varieties of domestic poultry—have given us fowls suited to every purpose, every climate, *every practical condition*, ranging in size from Bantams that weigh only 22 ounces each, to Mammoth Bronze Turkeys that tip the scales at 45 to 50 pounds.

Due credit to the pioneer poultryman! He did his share to help add to the Wealth of Nations, to benefit his Race, to supply food of highest value to Mankind. Our Billion Dollar Poultry Industry of today is of his creation, in large part, and exists as a monument to his study and perseverance.

Industry is not Old: The Poultry Industry of America may be said to have had its beginning sixty years ago. Prior to 1850 the "Dominickers" or Dominiques—forerunners of the Barred Plymouth Rocks—were the most popular barn-yard fowl with farmers and villagers. Then came the Shanghais, next the Brahmas, then the Leghorns and the French breeds.

Fifty-five years ago the poultrymen of the United States announced a new breed, the *Plymouth Rocks*, and twenty years later another distinct breed was originated in this country, the now popular *Wyandottes*. Both are general-purpose fowls, *i. e.*, are good all-the-year-round layers and are unexcelled as table poultry.

At present more Plymouth Rocks and Wyandottes are produced and sold in America than any other half-dozen breeds combined. Moreover, they are bred and valued highly in every civilized country of the world. First came the Barred variety of Plymouth Rocks; now we have the Whites, the Buffs, the Silver Penciled, the Partridge and the Columbians, all standard varieties and deservedly popular.

The Silver Wyandottes established the breed characteristics of the Wyandotte family. This attractive variety was followed in succession by the Blacks, Whites, Goldens, Partridge, Silver Penciled and Columbians, each of which is pictured and described section by section in the American Standard of Perfection, an expertly illustrated book of 320 pages that is revised once every five years by the American Poultry Association and published under copyright at a cost of many thousands of dollars.

The American Poultry Association, organized at Buffalo, N. Y., February 15, 1873, now in its thirty-seventh year, is made up of active, progressive poultrymen and poultry instructors of the United States and Canada—more than two thousand five hundred in number, and the membership at present is increasing at the rate of several hundred each year.

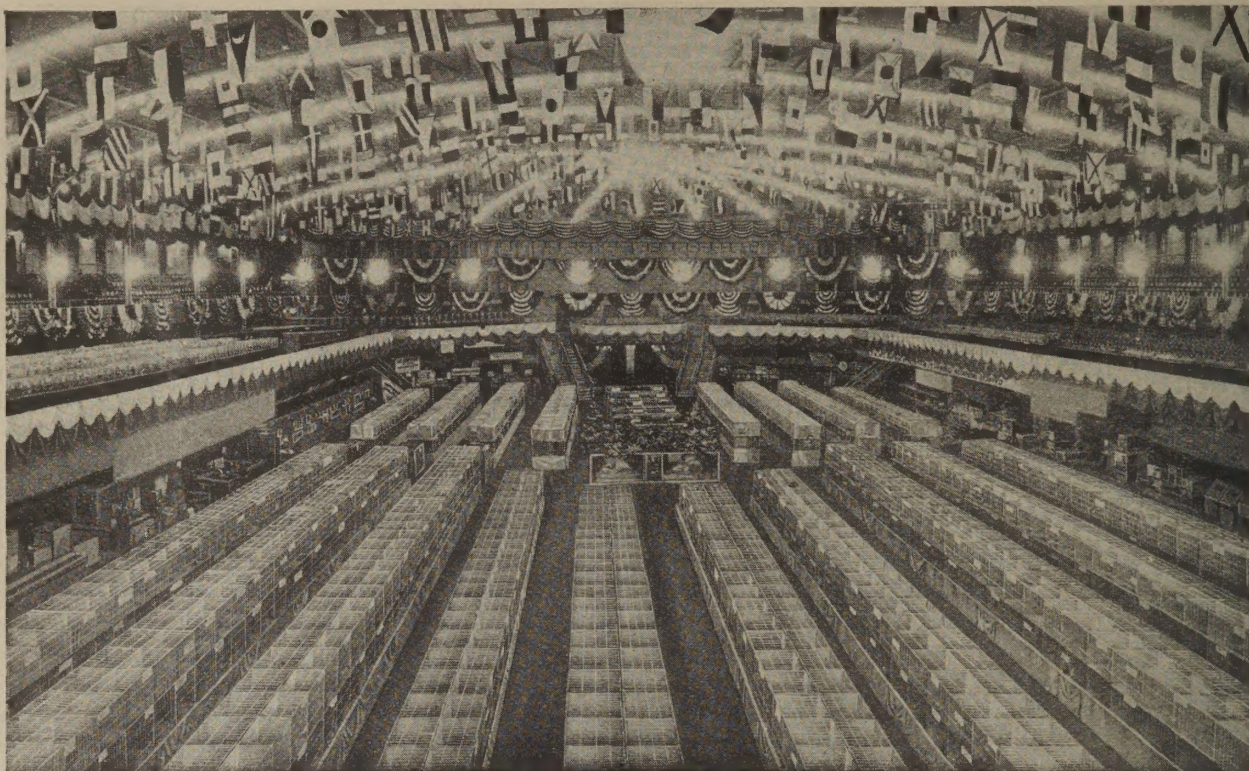
The Standard of Perfection is the Official Guide in the United States and Canada to breeding, mating and judging thoroughbred or standard-bred domestic fowls, one hundred and thirty different varieties of which are illustrated and minutely described in its pages, including chickens, turkeys, ducks and geese.



OFFICIAL GUIDE TO
JUDGING AND
BREEDING.

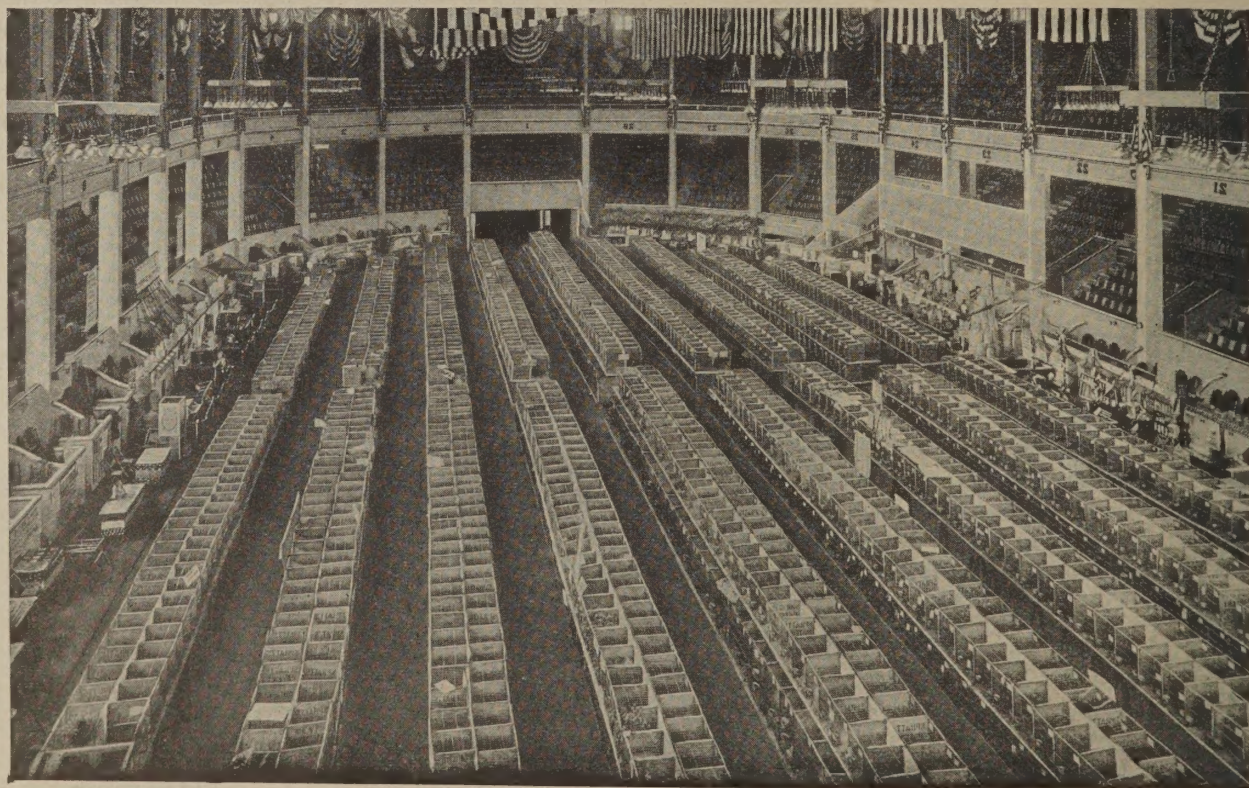
More than 40,000 copies sold in last four years. 320 pages; 90 full-page ideal illustrations; five color-plates. Price, postpaid, \$1.50.

We Sell It.



LAST MADISON SQUARE GARDEN POULTRY SHOW, NEW YORK CITY.

For twenty years this Great Annual Poultry Exhibition has been held in Madison Square Garden, the largest building of its kind on the American Continent. Four thousand to five thousand head of fine fowls are exhibited each winter, and thousands of interested visitors pay an admission fee of fifty cents to see the choice specimens of Chickens, Turkeys, Ducks and Geese. The exhibitors number 600 to 700 every year at this big exhibition. As many as 7,000 persons have visited the New York Poultry Show in one day. The above picture, made from a photograph, shows an interior view of the show held Dec. 28, 1909-Jan. 1, 1910.



LAST MISSOURI STATE POULTRY SHOW, ST. LOUIS, MO.

Big and successful Poultry Exhibitions are held annually in Chicago, Kansas City, Minneapolis, Denver, and practically every other large city in the United States and Canada. The above shows an interior view of the last Missouri State Poultry Show, held in St. Louis, Mo., December 6-10, 1909, at which more than 5,000 head of standard-bred fowls were on exhibition. For the season of 1910-1911 this show is to be held in Convention Hall, Kansas City, Mo., the largest building of the kind in the Central West.

WHAT THE POULTRY INDUSTRY IS

2,000 Annual

Poultry Exhibits:

More than two thousand poultry exhibitions are now held each year in the United States, *including* fall fairs and winter poultry shows. Practically every state and county fair has its poultry department, ranging from limited quarters to *special poultry buildings* costing tens of thousands of dollars. At State fairs the number of fowls exhibited varies from several hundred to three to five thousand and the cash prizes paid by the fair associations total *fully as many dollars*.

Winter poultry shows are given the most prominence in the poultry press—a *poultry press* which today is made up of between fifty and sixty papers and magazines that have a combined circulation greater than half a million copies and are read each month by more than two million people. *No other* branch of live stock breeding has as many or as fine class papers—a surprising fact in itself! Besides this, every well conducted farm paper now devotes large space to poultry and the popular magazines and daily newspapers have discovered that there is a Poultry Industry.

Between the dates November 1st and February 15th of *every season*, in the neighborhood of five hundred winter poultry shows are held by local poultry associations in the *larger cities* of the United States and Canada. In Pennsylvania last winter sixty-nine such shows were held; in Iowa the number reached eighty-four. So numerous are the *paid entries* at many of these shows that the exhibits tax the capacities of the largest amusement and convention halls in America. A common complaint is that these halls *are not large enough*.

All Branches Represented:

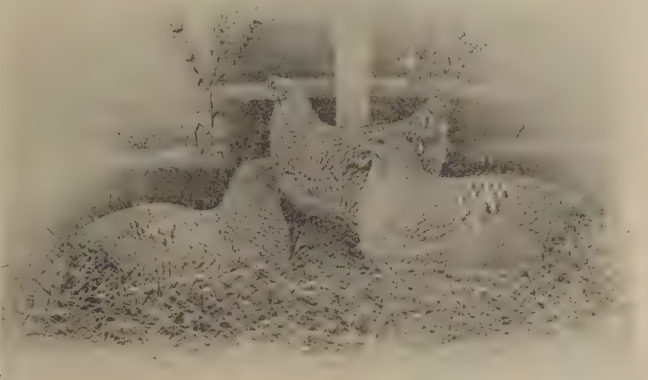
The different branches of poultry raising *as a business* will be found well represented in the pages of this catalogue—better, we believe, than in any other book published. They include the operation of broiler and roaster plants, egg farms, duck ranches, the sale of day-old chicks, custom hatching, the work of fanciers, etc. These branches of the business are treated *separately*, though briefly, in the back pages of this catalogue, but a good idea is given of their importance and the opportunities each presents for profitable investment.

The Successful Fancier, now known more generally as a Poultry Breeder, because of the increase in the commercial value of his work, has *held his own*, first to last. At present there are thousands of experienced poultrymen in the United States and Canada who are making a regular business of breeding standard-bred fowls, their *annual production* varying from small flocks to thousands of birds. Prices obtained for this stock range from one dollar to one hundred dollars per head, with *occasional* bona-fide sales reaching such figures as \$200, \$300, \$500, \$800, \$1,000 and even \$1,500 for extra choice breeding stock or exhibition specimens. Similar prices now prevail in England also—for exceptional quality.

Eggs for hatching from standard-bred fowls now sell freely at prices that would have been declared *impossible* twenty or thirty years ago. Customary prices range from one dollar per thirteen eggs to as high as ten dollars per egg. One prominent poultryman sold 4,534 eggs last winter and spring for \$9,068, which is at the rate of *two dollars per egg*. Quite a number of well-known specialists of popular varieties are now being paid one dollar to five dollars each for hatching eggs from their choicest specimens and are having to refuse orders, the demand being greater than the supply. Day-old chicks now sell *in great numbers* at ten cents to \$5.00 apiece, according to the quality of the parent stock. Americans learned this method eight or ten years ago from Europe, where distances are short—yet it has *grown by leaps and bounds* in the United States, despite higher express charges and longer hauls.

But it is still the poultry produced annually *on the farms* of the United States that form the solid foundation of the Billion Dollar Poultry Industry of this country! The *basic value* of domestic fowls is found in the world-wide use of poultry meat and eggs *as human food*. The poultry fancier, so-called, has done and will continue to do a truly great work for poultry, but the farmer *is the natural poultryman* and it is on the farms of America that the thousands of tons of poultry meat are produced and the millions of dozens of eggs are laid each year.

The farmer and his wife, son or daughter are still very much in the lead when we come to tabulate the *immense* figures that pile up into a Billion Dollar Poultry Industry. The poultry instructor is doing his work; the poultry press is indispensable; the active fanciers in every locality are leaders in creating a demand for "better poultry and more of it;" but *when all is said and done it is the farmer and his every-day helpers who are sending the train loads of poultry to market and supplying the breakfast tables of the world with new-laid eggs*.



RECORD-LAYING HENS ON CYPHERS COMPANY
POULTRY FARM.

Barred Plymouth Rock Breeding Hens Nos. 830-R, 1256-R and 826-R, with Egg Records of 187, 236 and 212 respectively. Limited number of Eggs for Sale in Season.

WHAT THE POULTRY INDUSTRY IS

Poultry on the Farm:

The farmer is the natural poultryman and the farm the cheapest place to raise poultry. On the farm there is no land rent to pay, so far as keeping poultry is concerned. The buildings required are few and inexpensive and the flocks on range not only pick up most of their living during a good portion of the year, but are "worth their keep" as vigilant destroyers of harmful insects, bugs, worms and larvae. Fowls are careful gleaners of waste grain and do more good to fruit-bearing trees, bushes and vines than all the spraying ever done on the average farm. And there is far more waste food, waste grain, waste fruit, etc., on a farm than most people imagine, because as a rule no attention is paid to it.

The prices of poultry and eggs for human consumption have been increasing steadily, in fact rapidly, during the last dozen years. The records show that these prices have about doubled in the last decade and the increase is still going on. The prices of all forms of meat are certain to range high in future and there can be no doubt that the prices of poultry and eggs will continue to do likewise. One set of prices follows the other and the days of low-price meat are gone never to return.

Improved quality in poultry meat and the marketing of strictly fresh eggs in attractive packages are

now doing much to increase the demand for these table delicacies and to advance the prices paid to the producer. Market poultry includes such products as squab broilers, ordinary broilers, soft roasters, capons, young and old fowls, green ducks, ordinary ducks, turkeys, geese, etc. Prices ranging from twelve to fifty cents per pound are now paid the producer for live and dressed poultry in all the principal cities of the United States. Local prices also are 50 to 100 per cent. higher for both poultry and eggs than was the case ten, fifteen or twenty years ago.

These higher prices have proved attractive to many thousands of farmers and farmers' wives, as well as to poultrymen who are engaged regularly in business. The result has been that the farms of the United States and Canada are today producing several times more poultry and eggs than was the case only a few years ago. Poultry raising is now an important branch of farm work— not merely raising enough fowls and eggs for the home table, but a large surplus for the nearby or distant market. Improved methods are being used and the latest appliances are in demand. Poultry Husbandry today is a profession. This is true whether it is taught at a college or is practiced on the average farm by an intelligent and progressive member of the farmer's household.



MEMBERS OF INTERNATIONAL ASSOCIATION OF POULTRY INSTRUCTORS AND INVESTIGATORS.
Photograph of Members Attending the Meeting of the International Association of Poultry Instructors and Investigators,
Held at the New York State College of Agriculture, Cornell University, Ithaca, N. Y., July, 1908.

THE CYPHERS COMPANY'S GROWTH

SOMETHING TO BE PROUD OF. ITS GOODS—THEIR STANDARD QUALITY AND WORLD-WIDE USE. ITS PRESIDENT—WHAT HE HAS HELPED TO DO FOR POULTRY, WHAT HE STANDS FOR, "HIS LIFE WORK" AND THE DIRECT BENEFIT TO OUR CUSTOMERS

THE growth of Cyphers Incubator Company has more than kept pace with the wonderful development of the Poultry Industry of America—and this is saying a great deal!

Ten years ago, for the season of 1900-1901, the total sales made by Cyphers Incubator Company reached \$212,676.52.

For the year that is to end June 30, 1911, there is every indication that the public will buy and use more than a million dollars' worth of goods made and sold by us—and we confidently expect this total will be nearer \$1,250,000 than the smaller figure.

Here we have an increase of five to one in ten years, while the increase in the total value of poultry and eggs produced in the United States for the same period has been from \$325,000,000 to probably \$1,000,000,000, or about three to one.

It is quite remarkable that a company which makes and sells only incubators, brooders, poultry foods and general poultry supplies should be able to conduct retail stores the year around in cities located from the Atlantic to the Pacific! This, of itself, is a big fact in the development of the Poultry Industry of America.

These branch houses and retail stores are not a new thing with us, nor are they small and insignificant. We started our first branch house eleven years ago, the next one ten years ago—and the last one six years ago. The rent per year for our large store at 23 Barclay Street, New York City (a corner location within a block of the Postoffice and City Hall Square) is \$5,000—quite a snug sum as rent for a "chicken supply" store! But we did a larger business last season at this one store than the company did all told, domestic and foreign, ten years ago, *i. e.*, the sales at our New York Branch for the year ending June 30, 1910, exceeded \$212,676.52.

Fifteenth Annual: This is our Fifteenth Annual Catalogue, and we wish to celebrate two big poultry facts—the reaching of the Billion Dollar mark in the annual production of poultry and eggs in the United States and the passing of the Million Dollar mark in the annual sales of our company. We decided that the best way for us to do this was to get out for 1910-1911 a bigger, better, more inspiring and truly helpful annual Catalogue and Poultryman's Guide than ever before. And that is what we have aimed to do.

The same man—the same tireless worker who has directed the affairs of Cyphers Incubator Company and controlled its destiny for the last twelve years is still in personal charge of its business. For this reason we may be sure there will be no departure from its well-defined policies—that there is to be no let-up in its ambition to manufacture "the best goods for the purpose," no change in its fixed rule, "a pleased customer or no sale."

A Bit of History: Fourteen years ago a resident of Wayland, a village in Steuben County, New York, bought a half interest in the Cyphers Incubator Company and built a factory. That season the new company did a total business of \$20,174.75. A year later the company had become financially involved and Mr. Curtis was asked to invest. At his request the business was incorporated and he bought one-third of the capital stock. In June, 1901, he bought the holdings of the Wayland shareholder, paying \$17,000 cash therefor. In September, 1901, the business offices, machinery, etc., on the advice of Mr. Curtis—with capital supplied by him—were moved to Buffalo, then a city of 350,000 population and the foremost Eastern lumber market.

Prior to May 1, 1899, on which date the Cyphers Incubator Company was incorporated and Mr. Curtis became a third owner of the business, the company manufactured eight articles all told—namely, three incubators (Nos. 1, 2 and 3), an outdoor brooder, two indoor brooders, a brooder stove and a drinking fountain. At the present time, twelve years later, the same company is manufacturing more than one hundred separate and distinct articles, ranging from a leg-band that sells for a fraction of a cent to 50,000-egg capacity Mammoth Incubators which sell at several thousand dollars per machine.

Catalogues— Since the summer of 1899—
Advertisements : twelve years ago—Mr. Curtis has written every catalogue published by our company and has written or personally approved practically every advertisement. When he became financially interested in the company it had just closed a year's business which totaled \$45,117.94. At present, after twelve years of work and growth, the annual sales of Cyphers Company goods exceed twenty times that amount.

At the time Mr. Curtis took hold, the company had no branch stores. He advised starting one in Boston, one in New York City and one in Chicago. The Boston Branch was opened in the fall of 1899—the New York City



Photographic Views of Home Offices, Buffalo, N. Y.
 1—President and General Manager. 2—Vice-President and Sales Manager. 3—General Office.
 4—Secretary and Publication Department. 5—Factory Manager.

THE CYPHERS COMPANY'S GROWTH—SOMETHING TO BE PROUD OF

Store and the Chicago Branch in 1900. In 1904, after Mr. Curtis had bought a further interest in the company, branch offices and warehouses were established in Kansas City, Mo., in San Francisco, Cal., and in London, England. The San Francisco Branch building was destroyed by the earthquake and fire April, 1906, and a new Pacific Coast Branch was immediately opened in Oakland, across the bay.

When Mr. Curtis became sales manager of our company in 1900 it had no agents among business houses, either domestic or foreign—had no forms of agency contract, had no fixed schedule of discounts. At present there are more than six hundred high-class mercantile houses in the large cities and principal trading centers of the United States and Canada that handle our goods—that advertise them and place their guarantee back of ours.

These merchants now sell annually more than half a million dollars' worth of Cyphers Company manufactures—a big business in itself! Besides this, Cyphers Incubators, Brooders, Poultry Foods, Laboratory Products, Poultry Books and General Supplies are now sold by several thousand smaller dealers and poultryman-farmer agents.

Grant M. Curtis, as President and General Manager of our company, has been the chief factor in bringing about these remarkable changes—in creating a world-wide business. Our object in giving a brief history of the development of the Cyphers Company in this, its fifteenth annual catalogue, is so that the interested public—our many valued customers, present and future—may know that the man who has done most to make this company what it is today, the man who is making a life work of the upbuilding and establishment of this company's business on conservative, progressive, substantial lines—that this same man is still at the helm, is keeping steadily at the work day by day, is personally back of every article sold and every promise made by this company.



GRANT M. CURTIS, PRESIDENT AND GENERAL MANAGER.

From Mr. Curtis 1891 has spent nineteen to active years 1911: in different branches of the poultry business, though he is still a young man—forty-four years old. It was in 1891, at Quincy, Ill., that he became interested in poultry raising for profit. His first venture was to finance a broiler plant which was to have had an 8,000-chick capacity. Five 200-egg size incubators were bought, 5,200 market eggs were incubated, 1,200 chicks were hatched—such as they were—and the experiment was tried of raising them to broiler age in a three-room cellar

that was lighted with kerosene lamps! The outcome was that seventeen fair-sized early spring chickens were marketed at fifteen cents apiece.

This was an example of “going into the chicken business by proxy.” The experience cost Mr. Curtis \$400, but it taught him some of the things “not to do,” or try to do in this field of investment. Three seasons later, on that same seven-acre place—the Reliable Poultry Farm, for several years one of the best-known poultry plants in the central west—Mr. Curtis sold \$7,203.75 worth of breeding stock and 49,909 eggs for hatching at a net profit of \$3,821.62.

Between the years 1891 and 1900, Mr. Curtis bred fourteen varieties of standard fowl, including ducks and geese. He personally looked after the business a good share of the time and improved the stock until prices of \$20 to \$35 per bird were paid by customers who visited the farm and selected specimens to suit.

In February, 1894, Mr. Curtis resigned his position of city editor of the “Quincy Daily Journal” and decided to devote his full time and energies to what then was often spoken of in words of ridicule as “the chicken business.” Friends of Mr. Curtis were not backward in telling him that he “must be crazy.”

From that day to the present time Mr. Curtis has aimed to do his level best to help develop, uplift and promote the poultry business—to help lend character

THE CYPHERS COMPANY'S GROWTH—SOMETHING TO BE PROUD OF

and dignity to a new profession, that of Poultry Husbandry—to help elevate the so-called "chicken business" to the advanced position it occupies today as **A BILLION DOLLAR INDUSTRY.**



WM. A. TRUE,
Sales Manager.

Mr. True has been with Cyphers Incubator Company eleven years. For eight years he has been an officer and a stockholder. In his capacity as Sales Manager Mr. True has full authority to supervise every sale, small or large, made by Cyphers Incubator Company and to see to it that every customer of ours is treated with proper consideration.

branches, has more than 50,000 subscribers. Sixteen years ago Reliable Poultry Journal coined as its motto the phrase, "Devoted to Better Poultry and More of It," and the words "better poultry and more of it" long since were adopted into daily use by poultrymen and poultry writers. First to last the Reliable Poultry Journal has stood solidly for what it believed to be for the best interests of poultry raising as an industry, and has done its part to help develop the business in all its branches.

Believes in Organization:

For many years Mr. Curtis has preached and practiced "organization" among poultrymen and the friends of poultry culture. December, 1894, he joined the American Poultry Association, becoming a life member. In the summer and fall of 1895 he helped organize the Illinois State Poultry Association and was one of the four charter members who secured a bi-annual appropriation of \$2,000 from the Illinois Legislature for use in paying cash premiums at the state shows. He was president of this association during the first five years of its existence.

Mr. Curtis was a member of the Executive Committee of the American Poultry Association several years—an honorary position held by about fifty other members under the old constitution. At Cincinnati, Ohio, January, 1906, he was elected president of the association without solicitation on his part. He asked for the appointment of a committee on revision of the constitution and by-laws. This committee met in August, 1906, and spent eight days at its task. At Auburn, N. Y., January, 1907, the new constitution, as reported by the committee, was adopted without change.

The association was then thirty-two years old and had about 650 members who could be reached by mail.

It is public knowledge that in constructive work of this kind Mr. Curtis has helped at every opportunity, and has helped hard, to the best of his ability. And every time a forward step has been made by other workers in this field, Mr. Curtis has found personal pleasure in the fact. He himself has enlisted "for life" and is very glad to welcome and encourage every new recruit.

March, 1894, at Quincy, Ill., appeared the first number of Reliable Poultry Journal, founded by Mr. Curtis, and he has remained the editor and principal owner to date. At present this monthly magazine, devoted solely to Poultry Culture in the different

Four years have gone by under the new order of things and the organization now has more than two thousand five hundred life members, each of whom paid \$10 to belong. Fifteen or twenty members at Cincinnati six years ago started to put new life into the old association. Now several hundred are engaged in this important and fruitful work—with very gratifying results.

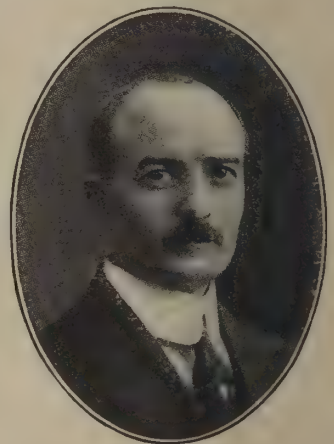
During the years when he was devoting most of his time to the Reliable Poultry Journal, Mr. Curtis traveled many thousands of miles visiting poultry plants, poultry farms, duck ranches, etc., interviewing prominent, successful poultrymen and studying different branches of the industry. One tangible result was the compiling and publishing of "The R. P. J. Library, of Poultry Books." Mr. Curtis personally collected the data and edited and published the early editions of "Success with Poultry," "Poultry Houses and Fixtures," "Incubating and Brooding," "The Plymouth Rocks," "The Wyandottes," "Reliable Poultry Remedies," "Turkeys—Their Care and Management," "Ducks and Geese," "The Leghorns—All Varieties," "The Asiatics," etc.—books selling at 25 cents to \$1.00 per copy, a majority of which are now in their third to eighth editions.

Mr. Curtis' part in helping with the work of publishing the first illustrated edition of the American Standard of Perfection is well known to older members of the association. Ten years ago he was one of the limited number who advocated an illustrated Standard. He helped revise the text of the old book and edited the new manuscript, devoting several weeks' time to this work without compensation. Nearly 40,000 copies of the revised and illustrated edition were sold during 1905-1910 at \$1.50 per copy, retail. Since the publication of this revised and enlarged edition of the Standard of Perfection the treasury of the American Poultry Association has contained ample funds for its purposes.

Visits to Foreign Lands:

Twice during the last ten years Mr. Curtis has visited the leading countries of Europe to investigate the poultry business in the Old World. On these trips he traveled in England, Holland, Germany, Denmark, Belgium and France, meeting a large number of poultrymen. Mr. Curtis took hold of the foreign business of Cyphers Incubator Company eleven years ago and worked at it with keen

enjoyment. Today this company has active, responsible agents in the principal cities of Europe, Eastern Asia, South Africa, Australia, New Zealand and South America, and is now selling its goods in one, three and



GEO. H. GILLIES,
Publication and Advertising.

Mr. Gillies, Secretary of Cyphers Incubator Company, besides attending to the duties of his office, is head of the Publication Department and has charge of getting out the Company's full line of printed matter and advertising literature, representing each season an expenditure of more than \$75,000. Mr. Gillies has been with the Company six years and is a stockholder.

THE CYPHERS COMPANY'S GROWTH—SOMETHING TO BE PROUD OF

five carload lots to far-off lands, including special ostrich incubators shipped to British South Africa. Our last shipment of ostrich machines to Eastern Cape Colony filled three freight cars.



CHAS. A. DAMON,
Factory Manager.

Mr. Damon has been with Cyphers Incubator Company nine years. He is a stockholder and member of the Board of Directors. Mr. Damon has full personal charge of the extensive manufacturing plants of our Company at Buffalo, N. Y. He buys all materials and supervises the construction of our entire factory output.

1, 1910, it had 37,096 subscribers, a remarkable record and conclusive evidence of the wide-spread interest now taken by tens of thousands of people in poultry raising for profit and pleasure.

Editorial work and the publishing of books go hand-in-hand. Soon after Mr. Curtis moved East and became sales manager of the Cyphers Company he conceived the idea of a series of down-to-date books on poultry raising for market and began the publication of the "Cyphers Series of Practical Poultry Books," which now includes the following: "Profitable Poultry Keeping In All Branches," "Profitable Care and Management of Poultry," "Profitable Poultry Houses and Appliances," "Profitable Egg Farming," "Profitable Market Poultry," "Capons for Profit," "Poultry Plant Construction" and "Profitable Poultry Feeding."

These books are contributed to by well-known authorities and have met with a large sale. Books Nos. 2 and 3 of the series have been revised very recently and new editions of 10,000 copies are now on sale.

Successful at Invention: Mr. Curtis showed inventive skill fifteen years ago by producing an outdoor brooder which is still on the market, many thousands of them having been sold. Since 1903 he has taken an active part in improving the goods and increasing the line of manufactures of this company. United States patents have been granted on several of his inventions, including principles and devices now in use in the construction and operation of the Standard Cyphers Incubators, the Cyphers Company Adaptable Hover and the Cyphers Mammoth Incubators. He has been active also in devising and improving the electric incubating and brooding apparatus sold by this company.

Associates in Business: Throughout his business career Mr. Curtis has made it a practice to surround himself with the best help obtainable in the poultry field. That he treats his associates with fairness is proved by the fact that men and women are with him today, working with increased skill and loyalty, who have been associated with Mr. Curtis six to sixteen years—men and women of exceptional ability in their respective lines with whom Mr. Curtis has no contracts except fair treatment and his appreciation of the value of their services.

In the foregoing paragraphs we have aimed to touch briefly upon the business career and poultry work of the president and general manager of Cyphers Incubator Company, doing so because we believe the facts will prove of interest and encouragement to others engaged in the same line of effort—also to a large number of earnest men and women who are planning to embark in some branch of the poultry business. Many persons who have sent to us for a copy of this catalogue and who are thinking of acting on our advice or of buying goods from us, will wish to know what style of man is at the head of this company, how long he has been there, what he has done in a poultry way and what he stands for.

Rules of Business: Mr. Curtis is known far and near in the poultry field as a man who "does things"—as one who believes in a square deal and is ready to fight for it, if need be. His rules of business as president of Cyphers Incubator Company have been for years and are today, "The best goods for the purpose, price to be a secondary matter," and "A pleased customer or no sale." Cyphers Incubator Company makes and sells one grade of goods only—the kind it believes poultry raisers should use in their own interests. The test of value is our long experience and an intimate knowledge of the success achieved by many thousands of satisfied customers who have bought our goods and followed our advice.

It is on these lines that the Million Dollar Business of our company has been built up. It is on this basis, with Mr. Curtis' personal endorsement, that we respectfully solicit a liberal share of your patronage.

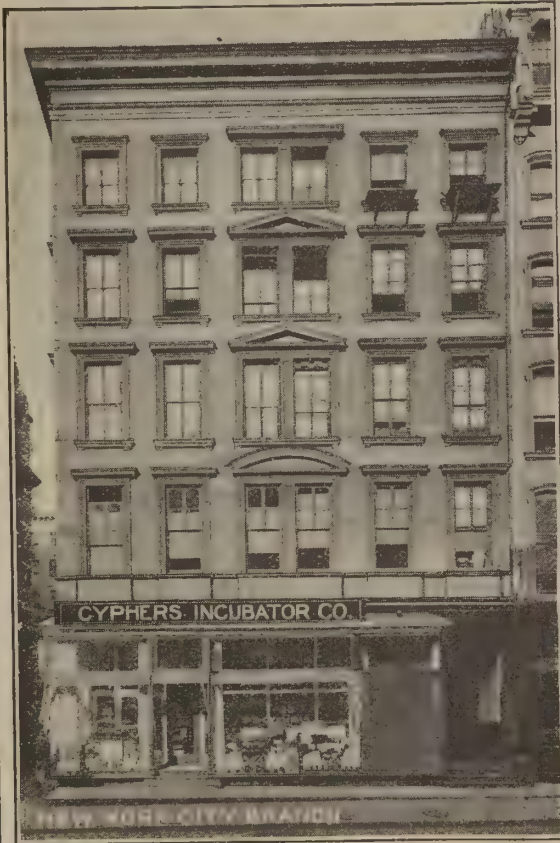
Yours for progress,

CYPHERS INCUBATOR COMPANY,
Buffalo, N. Y., U. S. A.



CHAS. W. PRYOR,
Wholesale and Retail.

Mr. Pryor, Treasurer of Cyphers Incubator Company, has held important positions in the Company's service for eight years. October 1, 1910, he was placed at the head of the Wholesale and Retail Selling Departments at Buffalo, where he will do all that one man can do to benefit our customers. Mr. Pryor has been a stockholder for several years.



New York City Branch House, Cyphers Incubator Company.
23 Barclay Street. A. G. Lord, Manager.

STANDARD CYPHERS INCUBATORS

FIRE-PROOFED AND INSURABLE

Guaranteed Best Hatchers of Largest Percentages of Strong, Vigorous, Healthy Chicks. Incubators vs. Hens. Success on First Trials. Every Machine Warranted.

POULTRY RAISING FOR PROFIT is no longer a "pin money" affair. Today it exists in one of three forms—as an *important branch* of farm work, or as a *regular business*, or as a money-making *side line* for the villager, the suburbanite or city dweller.

In whichever class you may be, reader, we claim that you should "mean business"—that you ought to have the *right kind of tools* with which to do your work.

Buying an incubator is different from buying *any other article in common use*. A farm wagon, a piece of household furniture or a jack knife, if of "cheap" make and inferior quality may *answer the purpose* for awhile and should last some time, but with an incubator (or a brooder) it is *different*—decidedly so.

And the reasons are plain. An incubator deals with the life principle! It must be relied on to do the delicate work of producing *a living organism*—a complete chick or duckling in perfect health, with all the vitality Nature requires.

This matter of "vitality" in chicks is of the *very highest* importance. Here lies the Secret of Success, or a *hidden rock* upon which an otherwise well planned poultry venture will meet failure and heavy losses.

It is not alone the question of "how many" chicks, but also of *HOW GOOD*—of how *strong, vigorous* and *healthy* they are—how *well hatched*.

The hen knows how to produce the right kind of chicks. Nature has taken care of this—but it is the regrettable truth that *vast numbers* of incubator chicks are hatched every season which stand *no show whatever* of living to market age, on account of the flimsy, ill-constructed "boxes" in which they are "coaxed" into life. An incubator, to do its work right, must meet all of Nature's requirements—it must not stop *half way*.

We could easily *fill this catalogue* with reports from pleased and satisfied Cyphers Company customers, treating on *this one point* alone—of the ease with which they are able to hatch large percentages of *big, vitally strong* and *perfectly healthy* chicks and

ducklings in the Standard Cyphers, but must be content with a few sample opinions from *well-known sources*, as follows:—

Wm. P. Brooks, Professor of Agriculture, Massachusetts Agricultural College, Amherst.—"We find that your incubators give *better hatches* than any others we have ever tried. We secure good percentages of *strong, healthy chicks* from the fertile eggs. One point in particular I desire to call attention to: Your incubator is simple and easy to operate. Beginners have repeatedly secured excellent hatches with your machines."—June 18, 1907.

Horace Atwood, Assistant Agriculturist, W. Va. Agricultural Experiment Station, Morgantown.—"In most of my experimental work during several years I have used the Cyphers Incubators on account of the *uniformly good hatches* which I have been able to obtain with them. They are easily regulated, *run like clock work*, the loss of moisture from the eggs *approximates very closely* that found under natural conditions and the chicks hatched are *strong and vigorous*."—Sept. 20, 1910.

Braun & Valentine, Donaldson Poultry Farm, New Brunswick, N. J.—"After a careful and thorough trial of several makes of incubators, we were forced to dispose of all others and use your machines exclusively, as we found that they were *superior in every way* and gave us full satisfaction, *hatching strong and vigorous chicks*—*THE KIND THAT LIVE*."—Sept. 22, 1908.

Geo. P. Hadley, Supt., The Manse Farm, Dennis, Mass.—"We have in our cellar twelve No. 3 Standard Cyphers Incubators which have proved *satisfactory in every way* in hatching duck eggs. I find that with half a chance they will hatch every egg that ought to hatch and the ducklings are *big, fluffy fellows that live and grow rapidly*."—Sept. 16, 1909.

A. G. Gilbert, Poultry Instructor, Central Experimental Farm, Department of Agriculture, Ottawa, Canada.—"Give the Standard Cyphers Incubator eggs with germs of the required strength, and *it will certainly*—when run as per directions—*hatch out every chicken worth attempting to rear*."—Sept. 25, 1909.



SINGLE HATCH FROM A NO. 3 CYPHERS.

326 White Leghorn and Rhode Island Red Chicks hatched on Avondale Poultry Farm, Hayden, Idaho. Said H. F. Rau, Manager: "There are 326 chicks in the trays. This good hatch speaks for itself, and is only one of the large number of similar hatches we have had."

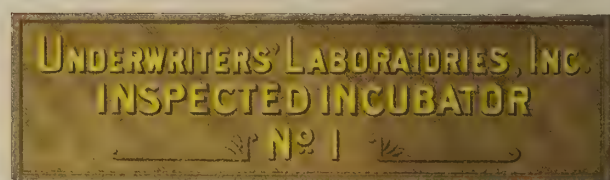
GENUINE - STANDARD CYPHERS INCUBATORS - PATENTED
LOOK FOR THE TRADE MARK AND LABEL



No. O.
70-Egg Capacity
For prices, see page 72.



REGISTERED IN TWELVE COUNTRIES.



FORM OF BRASS LABEL TO BE FOUND (IN SERIAL NUMBERS)
ON EVERY 1911 STANDARD CYPHERS INCUBATOR, ALL SIZES.



No. 1.
144-Egg Capacity
For prices, see page 72.

FULLY PROTECTED BY PATENTS
OWNED AND CONTROLLED EXCLUSIVELY BY CYPHERS INCUBATOR CO., BUFFALO, N.Y., U.S.A.

GENUINE - STANDARD CYPHERS INCUBATORS - PATENTED
LOOK FOR THE TRADE MARK AND LABEL

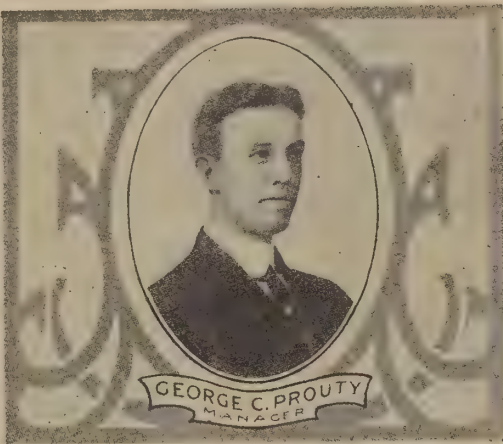


No. 2.
244-Egg Capacity
For prices, see page 72.

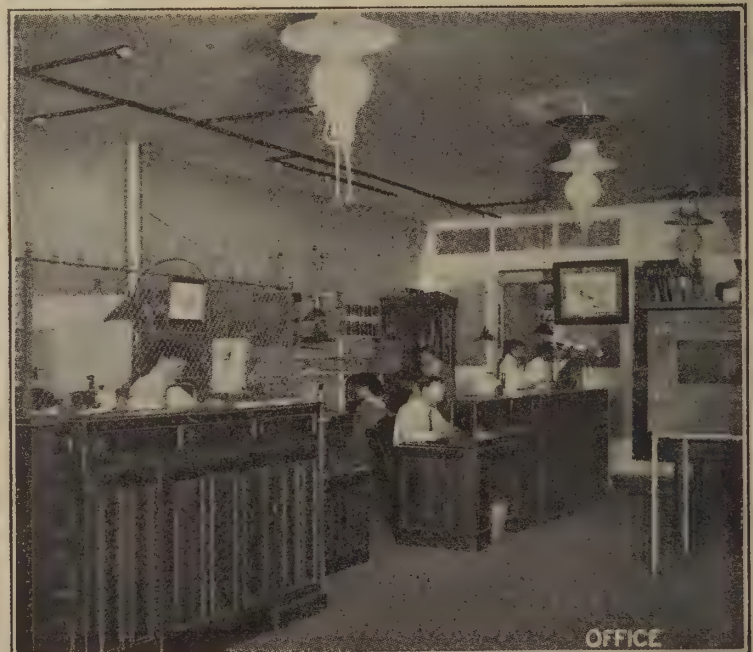


No. 3.
390-Egg Capacity
For prices, see page 72.

FULLY PROTECTED BY PATENTS
OWNED AND CONTROLLED EXCLUSIVELY BY CYPHERS INCUBATOR CO., BUFFALO, N.Y., U.S.A.



BOSTON BRANCH



Boston Branch House, Cyphers Incubator Company.
12-14 Canal Street. George C. Prouty, Manager.

STANDARD CYPHERS INCUBATORS—THE WORK THEY DO

W. R. Sprenkle, Manager Mentzer Duck Farm, Waynesboro, Pa.—"Up to August 1st I hatched 19,525 ducks in your machines. This excellent hatching is not all of it by any means, for I find that your machines *hatch ducks that live—big, strong ones; not little puny ducks like some incubators hatch.*"—August 3, 1908.

J. L. Jefferson, White Rock Specialist, Des Plaines, Ill.—"Have used Cyphers Incubators continuously for the *past eleven years* and have as yet to find a better machine. Your incubator not only hatches well, but, what is of still more importance, *the chicks live.* Have raised something over 90 per cent. of the chicks. This year I broke the record by raising over 98 per cent. This shows what *well hatched* will do, because *a well hatched chick is half raised.*"—Oct. 20, 1909.

U. R. Fishel, White Rock Specialist, Hope, Ind.—"It would afford you much pleasure could you look over the 3,000 young birds I have on the home farm, *all of which* were hatched in Cyphers Incubators and brooded in Cyphers Brooders. Never have our chicks shown such *strength and vitality.* This season we hatched over 500 with hens, but I must say the incubator-hatched chicks have *outgrown the hen-hatched fully one-third.*"—Sept. 27, 1910.

Many more similar reports—equally favorable—will be found in the back pages of this book.

AN INCUBATOR'S SEVEREST TEST

The severest test of a strictly first-class, *dependable* incubator is the success had with it by poultry breeders whose business is to produce standard fowls of the highest exhibition quality—the *blue-ribbon winners* at the hundreds of winter poultry shows and fall fairs held every season. If an incubator will turn out, *year after year*, the kind of chickens these breeders of *prize stock* have to produce—big, large-boned, deep-breasted, up-in-weight specimens, in *perfect health* and condition, we may be very sure that *here we have* a "hatching machine" of the right construction and highest *practical* value. It simply could not be otherwise.

We therefore ask you, reader, to turn to the section of our catalogue headed "Foremost American Poultry Breeders" and read what the best-known and *most successful* men in this branch of the industry have to say, under *recent dates*, about the *kind of chicks* they are able to hatch *right along*, season after season, in Cyphers Incubators. We believe that their reports will prove to be a revelation to you.

Here are a few examples:

Wm. McNeill, London, Can., Exhibitor of International Reputation.—"I showed twenty-eight birds at Boston last winter, *all hatched in your machines.* They won twenty-eight first prizes and all specials offered on their varieties. I can highly recommend your machines to any one who wants to have *large, strong chicks.*"—Aug. 6, 1908.

Edgar A. Weimar, Lebanon, Pa., Capitalist and Poultry Fancier.—"Your machines produce better results *and hatch stronger chicks*, with less care, than any other machine I ever operated. In our past twenty-four years in the poultry business we have never before hatched *such a large number of strong chicks.* We give your machines credit for this, as we use them entirely. I have won about *three hundred prizes* at the Madison Square Garden, New York City, America's foremost poultry show, *on birds hatched in your machines.*"—Oct. 24, 1909.

Ernest Kellerstrass, Proprietor Kellerstrass Farm, Kansas City, Mo.—"Ninety-two per cent. of the 222 White Orpington hens from which I sold, during the spring of 1910, 4,534 eggs at \$2.00 per egg, or for \$9,068, *were hatched in Cyphers Incubators.* My four premier hens and the Crystal King cockerel, from which I sold eggs last spring at \$10.00 each, were hatched in Cyphers Incubators—every one of them. The five White Orpingtons that I sold to Madame Paderewski for \$7,500 *also were hatched in your machines.* We use no other make of incubator on my farm and we cannot afford to waste the time of hens acting as sitters and brooding mothers; therefore every chicken hatched on Kellerstrass Farm *is hatched in Cyphers Incubators.*"—Sept. 27, 1910.

Maurice F. Delano, Manager Owen Farms, Vineyard Haven, Mass., breeders of Barred and White Plymouth Rocks, White Wyandottes, Rhode Island Reds and Buff, White and Black Orpingtons.—"Hundreds of *grand exhibition* and breeding birds have been hatched by us in your machines, including *many of the great national winners.* The Cyphers Incubators have distanced all other makes tested by us during the last ten years."—Nov. 4, 1909.

Eleanore Minorca Farm, M. W. Brown, Prop., Los Angeles, Cal.—"I can recommend the Cyphers to any one needing an incubator because it will bring out *strong, well-developed chickens.* Have used three of your 240-egg size for six years and they have brought out chicks for me that have won the *majority of first prizes* on Black Minorcas in Southern California's largest shows."—July 26, 1910.

Chas. V. Keeler, Winamac, Ind., Poultry Judge and Specialty Breeder of White Wyandottes.—"I tried about a dozen widely-advertised makes of incubators and could not hatch chickens satisfactorily with any of them. *Invariably the chicks lacked vitality.* But the chicks hatched in the Cyphers are really *stronger than those hatched under hens* and develop into larger and finer prize-winning specimens. They have included my \$500 cock, Chief Winamac, and Chief Winamac II, which I value at \$1,000."—Oct. 7, 1909.

Bertha M. Story, Proprietor Rose Mar Poultry Yards, Oregon City, Ore., breeders of several popular varieties.—"The Cyphers Incubator *is the only one I have used for five years.* I was the exhibitor at the Alaska-Yukon-Pacific Exposition who won on every entry, with 137 entries. Every one of these birds was of my own breeding and *every one was hatched in a Cyphers Incubator.* I rarely have less than a 90 per cent. hatch of good, strong chicks. There are plenty of machines that will hatch eggs—but to get *good, strong, healthy, hungry chicks* that will begin to grow before the down is dry on them, that is another story—unless one *uses the Cyphers.*"—June 21, 1910.

Please bear in mind that a merely "built to sell" incubator is a *losing proposition* right from the start. First to last it will never give you the *right kind*, or the *right number* of chicks. And it is no respecter of eggs—fertile or infertile, fancy sittings or eggs bought at a store *are all alike* to the "bargain machine." The cheap, flimsily-built, wrongly-constructed incubator starts working *against your interests* as soon as it starts doing anything at all.

GOOD EGGS—BIG HATCHES

The number of chicks you are able to hatch, *trial after trial*, from any given number of eggs, *counts*



325 BARRED PLYMOUTH ROCK CHICKS.

Picture—made from photograph—shows 325 Barred Plymouth Rock Chicks hatched in a No. 3 Cyphers Incubator by D. W. Tobey, manager for G. M. D. Legg, Sterling, Ill. Note, on page 43, photograph of equally satisfactory hatch of duck eggs.



SALES ROOM



CHICAGO BRANCH



OFFICE



INCUBATOR STORE ROOM



WAREHOUSE

Chicago Branch House, Cyphers Incubator Company.
340-344 North Clark Street. Sidney A. Smith, Manager.

STANDARD CYPHERS INCUBATORS—THE WORK THEY DO

and counts big, as a matter of course. The kind-of chicks—the **quality** being right, then **numbers hatched** is the question of next greatest importance.

Oftentimes a picture—or pictures—make plain a fact or **condition** where printed words fail to do so. We present below two reproductions of **photographs**, one showing a hatch of 63 chicks from 120 fertile eggs, the other a hatch of 104 chicks from 120 fertile eggs.

There is nothing **remarkable** about a hatch of 104 chicks from 120 fertile eggs—not if a Cyphers Incubator is used. For **proof** of this statement, turn to the back pages of this catalogue and read the **sample reports** given. That, however, is not the point. The idea—the **bed-rock fact** which we wish to convey is this—and we make the statement on the business reputation of our company:—

The first picture—Fig. 1—represents about the **average** number of chicks it is **possible** to hatch, the season through, with low-priced, **cheaply-built** incubators of whatever make, whereas Fig. 2 fairly represents the **average** hatch that any careful operator can obtain season after season, for a period of **ten to fifteen** years, by the use of Cyphers Incubators.

This is a clear statement of the situation—and we ask you, reader, to figure out for yourself **what it means to you**.

Multiply 63 chickens by ten and we have 630; by twenty and we have 1,260; by fifty and we have 3,050.

Multiply 104 chickens by ten and we have **1,040**; by twenty and we have **2,080**; by fifty and we have **5,200**.

Next deduct 3,050 chickens from 5,200 and we have left **2,150 chickens**, which represents the difference in **hatching ability** of a strictly first-class incubator and the average low-priced incubator.

On the fairness of this statement—on the correctness of this comparison, **you can rely** just as sure as one day follows another.

We **know** whereof we speak—and in your **best interests** you should know also.

LOSS IS DOUBLE—AND SEVERE

The person who is planning to hatch one thousand chicks in a season will want to deduct 630 chickens from 1,040; the person who would like to hatch two

thousand chicks in a single season should deduct 1,260 from 2,080, and the person who plans to hatch five thousand or more chickens in one season should deduct 3,050 chicks from 5,200—in order to get the **correct difference** as a basis for figuring the **double loss**.

This “double loss” consists, first, in the waste of valuable **fertile eggs** which, on account of imperfect incubation, **do not hatch**—that fail to produce chicks; second, in the largely reduced **number of chicks** the poultry raiser has to work with—that he possibly **can raise** to market age, no matter what kind of a market is in sight.

The loss of fertile eggs and of **time, labor and oil** is bad enough. This loss alone, on one incubator in **a single season** will amount to more than enough to pay the difference between a low-priced, 63-chick-hatch “bargain” incubator and a first-class, 104-chick-hatch standard machine. Thousands of poultry raisers have found this to be the case! Many of our **best pleased** customers are men and women who first tried a cheap make, then decided to buy a **real** incubator.

But it is in the **shortage of chicks** that the most severe loss occurs. It is of course impossible to raise and sell at a profit the chicks that **did not hatch out**—the forty to fifty eggs **in every hundred** fertile ones that **failed to hatch**. Here the success of the season’s work—of your entire poultry venture **is at stake**.

Poor hatches mean **small profits**—or none at all. It is not the **first fifty chicks** you hatch out of each one hundred fertile eggs that will give you your profits—it is the number of good, healthy, vigorous chicks **above fifty** that must be relied on to make your poultry work a success.

We have referred to the loss during one season **only**. Any well-made, high-grade incubator **should last** and do excellent work for **at least ten years**. In this event we need to multiply the cheap incubator losses **by ten**—yes, by more than ten, because the flimsily-built machine will go **entirely out of service** within one to three years.

As manufacturers of high-class goods—of incubators, brooders and general poultry supplies, **every one** of which is guaranteed to do satisfactory work, we believe we are justified—that it is **part of our duty** to



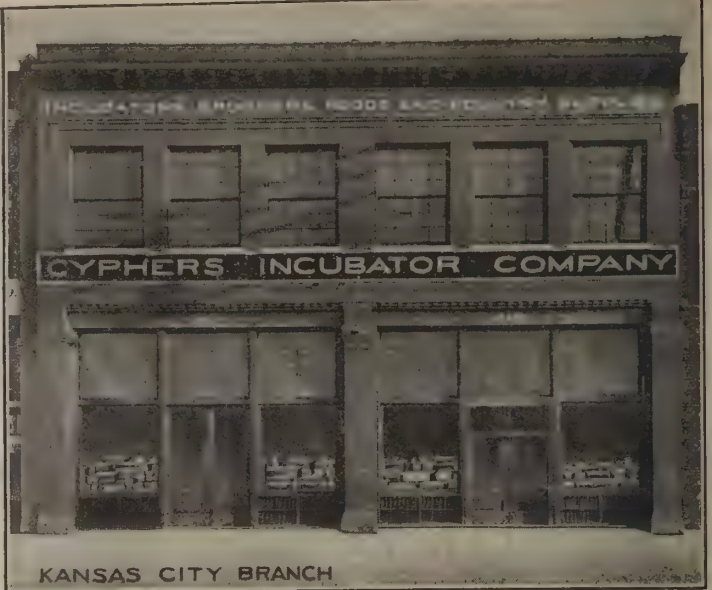
AN AVERAGE “FAIR” HATCH.

Fig. 1.—Sixty-three Chicks from 120 fertile eggs. This would be called a good hatch from a cheaply-built incubator.



WHAT WE CALL A GOOD HATCH.

Fig. 2.—One hundred and four Chicks from 120 fertile eggs. It is from the number of Chicks between 63 and 104 that the profits are to be made.



Kansas City Branch House, Cyphers Incubator Company.
317-319 Southwest Boulevard. C. H. Black, Manager.

warn readers of these pages not to risk the success of their poultry ventures, *small or large*, upon the use of cheap incubators or worthless, death-trap brooders. And we regret to say that such articles are on sale—plenty of them.

THEY ARE "CHICKEN FACTORIES"

It is indeed remarkable what *good hatching* a first-class incubator will do. Season after season users of Cyphers Incubators get 300 to 365 chicks in single trials from our No. 3, 390-egg size; get hatches of 200 to 245 chicks from our No. 2, 240-egg machine, and get 100 to 140 chick hatches from the No. 1, 144-egg Standard Cyphers. Following are a few samples selected at random from the hundreds of recent reports we have on file:—

Henry W. Brandt, 407 N. Main St., Wilkesbarre, Pa.—"Am going to tell you of the success a man who is living with us has had with one of your incubators. *He bought a No. 3 Cyphers second-hand.* In the spring of 1909 he put in 380 eggs, got 365 chicks and raised 352 of them. In June, out of 350 fertile eggs he got 347 chicks and raised 342. In August, out of 300 eggs he got 286 chicks."—Nov. 30, 1909.

Mrs. C. A. Peabody, Reedsburg, Wis.—"I took 400 eggs in my No. 3 Cyphers Incubator to the *Reedsburg Fair.* I live six miles from town and took the machine on a lumber wagon the first day of the fair, August 9th, and out of the 400 eggs I got 393 chicks, all very smart—not a *cripple in the lot.*"—Sept. 5, 1910.

W. B. Edwards, Garnett, S. C.—"I took off my second hatch of chickens this morning. *Out of 230 tested eggs I got 230 strong chicks.*—Plymouth Rocks. My first hatch came off on the 23d ult. with 174 nice lively chickens from 180 fertile eggs."—April 15, 1910.

W. J. Thorniley, Marietta, Ohio.—"I used the No. 2 Cyphers and have hatched 245 chicks from 256 fertile eggs in one of your 1907-pattern machines."—June 27, 1910.

Mrs. J. A. Shaver, Colo, Iowa.—"The Cyphers Incubator hatched Monday and we got 139 chicks from the 144-egg capacity machine. Have the incubator set again and do not have to touch it to regulate it."—April 15, 1910.

Mrs. Irby H. Grant, Oakland, Cal.—"With our No. 0 Incubator of your make, out of 58 fertile eggs we hatched this spring 54 strong and healthy chicks."—April 10, 1910.

D. W. Birdsell, Urbana, Ill.—"Using one of your No. 0 Incubators purchased this spring, I have just taken off a hatch of 55 chicks from 60 eggs left in the machine. Former hatch gave me 51 chicks from 63 eggs. *Regulation of the Cyphers is perfection itself.* Shall get a larger machine next spring."—June 5, 1910.

754 FERTILE EGGS—691 CHICKS.

Norwood, Mass., June 10, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

My last three hatches from the No. 3 Cyphers Incubator I bought of your Boston Branch last year gave me the following results in *lively and healthy chicks*: 1st hatch, 241 chicks from 256 fertile eggs; 2d hatch, 214 chicks from 229 fertile eggs; 3d hatch, 236 chicks from 269 fertile eggs. I cannot speak too highly of the Cyphers Incubators. My hatches have been over 90 per cent. of the fertile eggs, as can be testified to by those for whom I have hatched the chickens.

Yours sincerely,

HENRY HAYES.

FOUR BIG HATCHES—WEATHER HOT.

Livermore, Cal., Sept. 4, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Following are four consecutive hatches made by us in one of your No. 3 Incubators—400 eggs placed in machine each time at the start:—

First hatch gave us 325 chicks.

Second hatch, 320 chicks.

Third hatch, 332 chicks.

Fourth hatch 345 chicks.

Several days during last two hatches the temperature in shade outside of incubator house reached 108 degrees. Machine regulated perfectly. Have had experience with five other makes and do not believe any of them could have stood this test. No better looking birds to be found anywhere.

Yours truly,

J. H. BROWN.

Walter Gerald, Unity, Maine.—"Have hatched as high as 140 chicks from 144 fertile eggs in the No. 1 Cyphers. I trust eggs in it that cost me \$2.00 each and now have 26 chicks in one of your brooders, some of them being sons of *Champion Crusader V*, 1st prize cockerel and champion Barred Rock male at Madison Square Garden show, New York City, 1910."—August 4, 1910.

1,586 FERTILE EGGS—1,454 CHICKS.

Rockford, Ill., June 25, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

No doubt you think I'm lost—I am here and so are the chickens! I am glad to report my first five hatches:—

First hatch	346	Chicks from	350	Fertile Eggs
Second "	226	"	294	"
Third "	288	"	330	"
Fourth "	260	"	287	"
Fifth "	300	"	325	"
Total,	1,454	"	1,586	"

Remember, I am a beginner, and that's going some! *Never used an incubator before*—you don't need to, if it's a Cyphers. Ten minutes a day is all I spent with my two No. 3 machines. I have no time to talk to any one who says "it beats the Cyphers."

Yours very truly,

THEO. R. BROWN, 233 Hinckley Ave.

(NOTE—Below is shown one of Mr. Brown's hatches, consisting of Barred Rock chicks.)

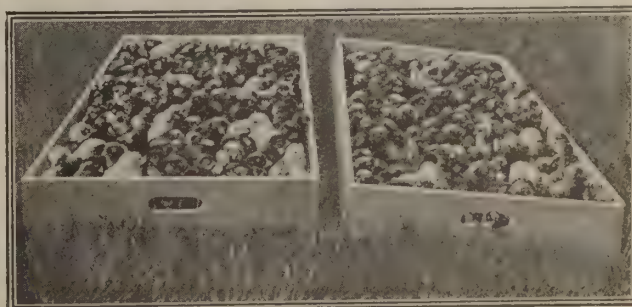
Note, please, that every report published in this catalogue, front to back, is *dated* and the *name* and *full address* of the writer is given in each case. Every report we publish is absolutely *genuine* and readers of this catalogue are at full liberty to write any person whose name appears in these pages.

UNIFORMLY GOOD HATCHES

At this point, if you are planning to buy an incubator with which to *make money*, let us caution you *not to be misled* by reports of *single hatches*, nor by the fairly good work a cheap incubator may do for *one season*. It takes more than one swallow to make a summer—also more than one or two good hatches to "prove up" a trustworthy, *dependable* incubator.

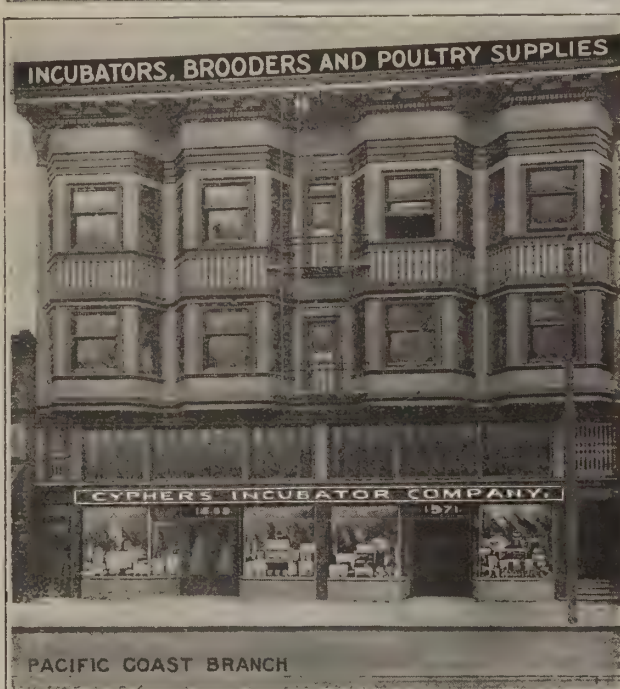
When all the conditions are *favorable*—in May or June, for example—a cracker-box with a foot-warming pan in it can be "coaxed" to hatch hen eggs. And as for brooding the chicks, an inverted tomato can and a tallow dip placed under a soap box, will suffice—in sunny June-time!

It is little wonder, therefore, that all sorts of crude, cheaply-built, *catch-penny* devices have been placed on the market, one after another, by makers and dealers who know little and care less about the *essentials of success* in raising poultry for profit.



A BEGINNER'S FIRST HATCH.

Picture (from photograph) shows hatch of 346 Chicks from 350 eggs in No. 3 Cyphers made by Theo. R. Brown, Rockford, Ill. Said Mr. Brown, June 25, 1910: "I am sending picture of my first hatch—346 big, lively 'peeps' from 350 eggs. Not bad for a beginner!"



Pacific Coast Branch House, Cyphers Incubator Company.
1569-1571 Broadway, Oakland, Cal. W. E. Draper, Manager.

STANDARD CYPHERS INCUBATORS—THE WORK THEY DO

But if it is your earnest wish to make out of poultry raising *all there is in it*, what you require in an incubator or a brooder is not a *fair-weather* machine, nor a *toy*, but a correctly-designed, substantially-built, well-insulated standard article, *automatic in action*, that can be relied on to do *uniformly* good work *throughout* the hatching and brooding season *no matter* what the weather conditions may be.

Large, single hatches show what an incubator *can do*, but it takes far more than "an occasional" good hatch *to prove* that an incubator is *dependable*—that it is the "hatching machine" you should adopt as the foundation of your personal success in any branch of the poultry business.

Following are sample reports from customers of ours who tell of the *uniformly* big hatches obtained by them during periods ranging from three months to *twelve*:—

HATCHES OF 330 TO 371 CHICKS.

Petaluma, Cal., June 23, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Am pleased to advise you that we are having fine success with our fourteen Cyphers Incubators, No. 3 size. Have been successful with other makes; the results, however, have not been *nearly so satisfactory as with the Cyphers*, from which we averaged to hatch more than 75 per cent. of the whole number of eggs set, obtaining from 330 to 371 good, strong, vigorous chicks *every hatch* from your No. 3 machines. Our first hatch this season came off January 28th and we have turned out more than 20,000 fine, healthy chicks to date—Single Comb Brown Leghorn stock. I remain,

Yours truly, C. FLEWWELLING.

25,268 CHICKS FROM 36,414 UNTESTED EGGS.

Brooklyn, N. Y., Nov. 3, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

Replying to your inquiry as to the satisfaction given by the fifteen Cyphers Incubators I own and use, am glad to say that out of 36,414 eggs set from February 1st to September of this year we hatched 25,268 strong, active, liveable chicks. No words of mine can bespeak the praise due your machines better than these figures! Over 70 per cent. hatched of all eggs set is a record on a practical plant which, I believe, no other incubator has ever equalled, *on the same scale and covering a period in equal length* to our last season's work.

What I particularly like about Cyphers Incubators is their *dependability*. As you know, my school duties take me away between the hours of 8 A. M., and 4 P. M., yet the *automatic regulation* of the Cyphers machines enables me to hatch as above reported, even under adverse circumstances. Yours very truly,

R. P. ELLIS, Principal Public School.

7,000 CHICKS FROM ONE MACHINE.

A noteworthy case of continuous hatching with one incubator, obtaining *uniformly good results*, was that of Wm. H. Polkinghorn, Holbrook, Mass. In this case more than 7,000 chicks were hatched in one No. 3 Cyphers Incubator within a period of twenty months. Most of the eggs used were from Barred Plymouth Rocks, Light Brahmas and White Plymouth Rocks, though some were mixed fowls such as are still found on many farms. Said Mr. Polkinghorn: "I put eggs in my machine two or three times after being under hens twenty days, so that I probably hatched *all of 7,000 or more chicks in the one machine*, but the totals given are for eggs taken care of by the machine the full time."

Following are the chicks obtained by Mr. Polkinghorn, one hatch after another:—

"March 6, 284; March 29, 254; April 22, 301; May 15, 234; (loaned machine to Mayflower Lodge Poultry Farm, June to August 29, where 1,124 chicks were hatched); September 23, 221; October 17, 251; November 12, 186; January 11, 280; February 3, 296; February 25, 257; March 19, 293; April 12, 271; May 4, 289; (loaned machine the rest of the summer to B. H. Poultry Farm, which hatched from machine in five hatches, 1,318 chicks); September 30, 277; October 23, 245; November 16, 229.

"I think this record is unapproached by an incubator of any other manufacture in the country. This machine and several others of your make which I own have regularly done better work than hens sitting on eggs taken from the same pens at the same time."—Wm. H. Polkinghorn.

5,914 FERTILE EGGS—5,523 CHICKS.

Higginum, Conn., July 30, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Following are *twenty-one consecutive hatches* made by me the past winter and spring with No. 3 and No. 2 incubators of your manufacture. Have never bought an incubator from you direct. Bought several from your Hartford and Danbury agents. A number of my Cyphers Incubators are second-hand machines. Would not trade my second-hand Cyphers for any other incubators I ever used or saw—and I have used other high-priced machines, including three new latest styles I bought last fall.

WITH No. 3 MACHINES:—

Date of Hatch	Number Eggs Set	Eggs Tested Out	Number of Chicks Hatched
Feb. 21, 1910	390	49	317
Mar. 7, "	389	21	345
" 18, "	389	48	329
" 22, "	391	30	334
Apr. 10, "	390	41	327
" 14, "	390	34	337
May 3, "	391	30	336
" 20, "	391	29	341
" 28, "	391	26	315
June 1, "	390	37	323
Total,	3,902	345	3,304

WITH No. 2 MACHINES:—

Date of Hatch	Number Eggs Set	Eggs Tested Out	Number of Chicks Hatched
Feb. 13, 1910	238	30	188
" 14, "	238	31	191
Mar. 11, "	240	42	185
" 30, "	244	25	214
Apr. 6, "	239	17	210
" 21, "	240	20	210
" 29, "	243	17	216
May 12, "	239	29	194
" 13, "	239	28	196
" 18, "	240	29	198
" 24, "	240	15	217
Total,	2,640	283	2,219

We handle Single Comb White Leghorns and Rhode Island Reds. I give due credit to the excellent condition my breeders were in, but this certainly was great hatching. *Nothing better could be desired* by the practical poultry raiser.

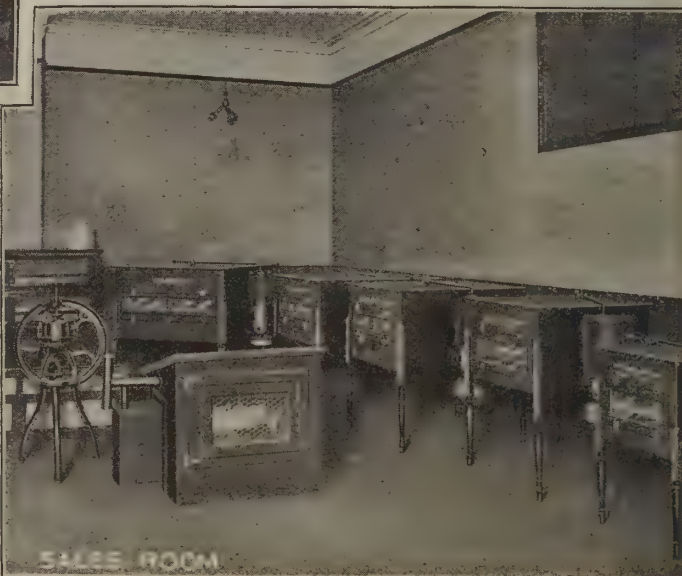
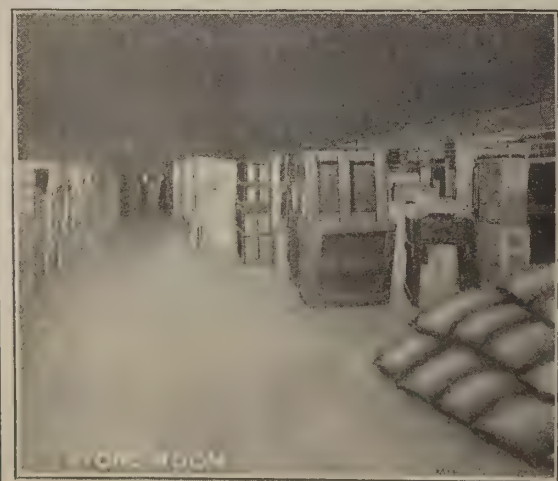
Very truly yours, A. G. LORD.

(NOTE—At the time the foregoing hatches were made, Mr. Lord was not connected in any way with Cyphers Incubator Company. He is now manager of our New York City Branch Store.)



LITERALLY "A CHICKEN FACTORY".

Photograph of Wm. H. Polkinghorn, Holbrook, Mass., who wrote us: "We have probably hatched all of 7,000 or more chicks in this one machine since March 6th, a year and a half ago." See details of hatches on this page.



European Branch House, Cyphers Incubator Company.
121-123 Finsbury Pavement, London, England. John B. Ludden, Manager.

STANDARD CYPHERS INCUBATORS—THE WORK THEY DO

INCUBATORS VS. USE OF HENS

Let us compare the use of a first-class incubator with the work of hens for *hatching purposes*. Of course on big poultry plants—either chicken or duck ranches—hen hatching is out of the question, because *enough broody hens* to do the work could not be secured at the right season of the year. But how about the use of incubators by farmers, villagers, etc.?

We state on a thorough knowledge of the subject that if the best results—if the *highest prices* and *largest profits* are to be secured by the use of one, two, three or half a dozen incubators owned and operated by the farmer, his wife, son or daughter, *or by any one else* who is conducting a small or moderate-sized poultry business, the hen should be used only for the production of fertile eggs—in which work she *has a monopoly* and is indispensable.

As is well known, the usual number of eggs entrusted to a broody hen is *thirteen*. At this rate it will require exactly *thirty* hens to take care of the number of eggs that one No. 3 Cyphers Incubator holds—390. In the first place, to get hold of thirty broody hens is practically *impossible* in December, January or February, except in warm climates, and to obtain this number would be a difficult matter even in March and April—for the *average* poultry raiser.

Then there is the *labor, losses and inconvenience* of caring for thirty "sitters"—in feeding and watering them, in letting them off the nests and seeing to it that they go back on the *right nests*, in keeping them from *fighting* and from breaking one another's eggs, in dusting them for *lice*, in cleaning the *soiled eggs* and removing the broken ones, in replacing sick hens and in attending to a dozen other annoying things that are *certain to arise*—not to mention the out-of-the-way place or places where this work is to be performed.

But with a first-class incubator all this work and worry is not merely "reduced to a minimum"—*it does not exist*. Positively, *ten minutes* in the morning and *five minutes* at night will give a Cyphers Incubator (any size, No. 0, No. 1, No. 2 or No. 3) *all the care and attention* it requires—ten minutes in the morning for filling the lamp, trimming the wick and turning the eggs and five minutes at night to visit the machine, air or turn the eggs and *satisfy yourself* that everything is in *good running order*.

A well-ventilated house cellar or ordinary basement is still the best place in which to operate one, two, or half a dozen incubators, *provided* the machines are fire-proofed and insurable. The next best place usually available is a living room—an unoccupied room preferred, though many Cyphers Incubators are run with complete success in rooms used daily by the owners. Attending to an incubator—or two or three incubators—*right in the house*, is a very different matter than having to face all kinds of weather in looking after thirty or more sitting hens in outbuildings located some

distance from the dwelling. This difference applies with special force if women do the work.

That a Cyphers Incubator will do better hatching *season in and season out*, than can be done with hens and that the use of Cyphers Incubators is *far more satisfactory* than the hen-method, has been testified to by thousands of our customers. Today many of these people *would retire* from the poultry business or would *stop raising chickens* in profitable numbers if they had to give up their Cyphers Incubators and Brooders and *go back* to hatching and rearing with hens. Read what a few of our customers have said recently on this phase of the subject:—

F. A. WINDERS, MEDIA, ILL.—"My hatches have averaged about 90 per cent. Have had better success with the Cyphers Incubators than I ever had with hens. Chicks are strong and vigorous. Am breeding White Orpingtons."—August 4, 1910.

H. E. Townsend & Co., Albia, Iowa.—"We use Cyphers Incubators and hens for hatching our Partridge Wyandottes. Both do the work well, *but the hens are the most trouble*, and we are learning to rely more and more on the incubators. We use Cyphers Brooders also and have found them very satisfactory—as, in fact, we have found all the Company's supplies, including poultry foods that we have purchased of you."—June 21, 1910.

Jas. C. Harriss, Sanford, Fla.—"I am more than pleased with my Cyphers Insurable Incubator. It is so simple to operate that a child can run it. *It is as far ahead of the old way of raising chickens with hens* as daylight is better than darkness. With the Cyphers you can sleep at night, knowing that it will do its work and do it right."—July 27, 1910.

R. W. Garner, Topeka, Kansas.—"Am raising poultry simply as a side issue. Am away all day at my employment. Started with hens to do the hatching, *but lost so many chicks from being tramped on and pecked to death* that I 'fired' all the hens and bought a Cyphers Incubator and Brooder. Have had fine success hatching and rearing and *would not go back to the old sitting hen on any terms*. She requires more patience than I possess. Cyphers goods suit me all right."—August 6, 1910.

Hillside Poultry Farm, Lein Bros., Proprietors, Stanley, N. D.—"Have used your incubators and brooders for a period of five years and find them *far superior to the hen method* of hatching and brooding chicks—which we feel is the only real test. We shall buy another Cyphers Incubator next spring."—June 6, 1910.

Clint Thompson, McKinney, Texas.—"This has been my first season to raise my Barred Rocks by artificial means. I was almost persuaded to continue the old way, with hens, because I had heard so many complaints of poor hatches with incubators; also of chicks dying that were hatched that way, but I started right by buying Cyphers Incubators and Brooders. *Let me say that I am forever through with the old hen*. She can lay the eggs, but Cyphers machines will hatch and raise the chicks for me. I have lost hardly a chick. All healthy and the finest I ever raised."—July 22, 1910.

BUILT TO LAST—DURABLE

Cyphers Incubators are built to hatch *and to last*. With proper care—the same care you would give a valuable piece of household furniture—a standard Cyphers will last an ordinary life-time. They are guaranteed by us to last *ten years* without repairs. We make this guarantee because they *have lasted* much longer than this—and are still doing first-class work.

Incubators that we made and sold *ten, twelve and fourteen* years ago are *still in use*, are still valued highly—are regarded today by the fortunate owners as being "good enough for anybody." It is a fact that many owners of Cyphers Incubators *would refuse* to exchange them for brand new machines of *any other make* on the market. We know this to be true. In numerous cases poultrymen who have bought



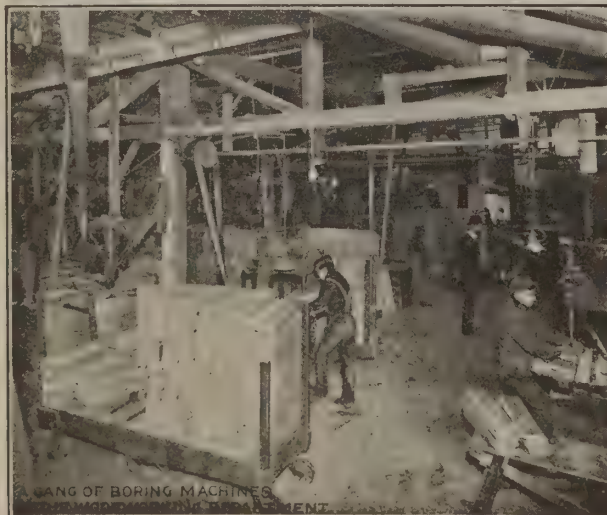
FIRST OPERATION—RUNNING THE ROUGH LUMBER THROUGH THE GANG SAWS



CROSS CUTTING THE LUMBER IN THE MILL



A SCENE ON ERIE CANAL AT BEAR OF LUMBER YARD AND MILL WHERE OUR LUMBER IS BROUGHT IN BY THE CARGO FROM THE NORTH WEST AND UNLOADED



A GANG OF BORING MACHINES IN THE MODERN LUMBER DEPARTMENT



LARGE SIZE DOUBLE TENON MACHINE

Lumber Yards and Interior Views of Cyphers Company Factory, Buffalo, N. Y.
First Operations in Preparing Lumber for Incubators and Brooders.

STANDARD CYPHERS INCUBATORS—THE WORK THEY DO

second-hand Cyphers Incubators *have written us* that they would rather own and use these second-hand machines *than new ones* of other makes, judging by a comparison of the results obtained by them and by neighbors who were using the other kinds.

Note the following sample reports:—

Mrs. L. M. Sparks, 628 South Washington Ave., Hobart, Okla.—"Have completed my first hatch with a Cyphers Incubator and shall tell you of my success with it. It is an old machine, built more than ten years ago, and has had the very worst kind of care. When I bought it second-hand the metal parts, all except the thermostat, were rusty and the legs were rotted from being in a wet place, yet I had faith in the name 'Cyphers' and bought the machine. Last week I took off an 85 per cent. hatch. Today my chicks are six days old and all are alive and healthy and hardy except one that died. I wish to thank you for the valuable advice given me as a beginner."—June 10, 1910.

Hayden Clement, Salisbury, N. C.—"I want to tell you the history of one of your 120-egg incubators. I bought this incubator seven years ago, after it had been used for three or four years, and paid \$12.00 for it. I used it seven years and obtained a good hatch every time. This spring I sold it for \$12.00 and the party to whom I sold it hatched 86 chicks out of 102 fertile eggs on his first trial. It is as good an incubator today as ever."—April 16, 1910.

J. E. French, Toledo, Ohio.—"Years ago I bought a Cyphers Incubator from a friend of mine and the machine gave fine results. This machine was in use again the past spring and is still doing good work in the hands of the man who now owns it. This incubator is now nearly ten years old and the fact that it is still doing good work speaks well for the hatching and lasting qualities of Cyphers Incubators."—June 18, 1910.

P. J. Armstrong, 2141 St. Louis Ave., Chicago, Ill.—"I shall always speak well of Cyphers Incubators, as my old No. 1 machine certainly stands as a fine advertisement for your Company. For eight years I have never had a lower hatch than 78 per cent. and four times I reached 96 per cent."—June 19, 1910.

Mr. and Mrs. J. E. Gault, Chippewa Lake, Ohio.—"We have used several different incubators in our time, but must say that the Cyphers is far in the lead of them all. Our 240-egg size Cyphers has now been in use seven years, hatching from four to five times each year. Still we cannot see but it is just as good as when we bought it. We know just what we can count on when we put it to work, and it never disappoints us. We trust our choicest eggs in this machine, as we know from experience that they will be better cared for there than under hens."—May 10, 1910.

C. W. Richardson & Sons, Apponaug, R. I.—"The best incubator we ever owned is a No. 2 Cyphers built ten or more years ago—and it is as good a hatcher today as the first time it was set up. We tried four other makes of incubators alongside of it, gave them all a fair trial one or two seasons and then discarded them. The Cyphers hatches better, takes less time to care for it, looks the best, is better constructed—in fact, we have never seen a crack in the Cyphers or a joint start, but two other makes owned by us warped and cracked badly."—May 10, 1910.

Today Cyphers Incubators are better made *than ever before*. The materials are higher-priced, the workmanship is better, the finish more attractive and lasting—this we guarantee. Therefore, when you invest in a Cyphers you buy an incubator *that will last many years*—fifteen to twenty, at a low estimate. You also buy an incubator that you can sell at any time if you wish to do so—and can get a *good price* for it, whereas it is generally known among poultrymen that low-priced, cheaply-built incubators "go all to pieces" within one, two or three years and are then thrown upon the *scrap heap* or broken up into *kindling wood*.

"BUSINESS INCUBATOR OF THE AGE"

That title has been fairly won *by the Cyphers*—in all parts of the world. Cyphers Incubators are used today on a *greater number* of practical poultry plants, are used by a *larger number* of foremost American poultry breeders, are used and endorsed by *more*

Agricultural Colleges of the United States and other English-speaking countries than *any other make* of incubator in existence.

These American "hatching machines"—as they are called in foreign lands—have proved their *superior merit* in every corner of the earth—England, Scotland, Wales, Holland, Denmark, Norway, Sweden, Germany, Belgium, France, Switzerland, Austria, Hungary, Russia, Turkey, Spain, Italy, Egypt, South Africa, Australia, New Zealand, China, Japan, South America, Central America, Mexico, Hawaii, etc., etc.

The Cyphers has *won its way* in all parts of the world where domestic fowls are kept because it is *different* and better in construction, because of its *patented principles*—because it gives *best results*. Please refer to the *foreign* testimonial section of this catalogue. The sample reports there presented *explain*—they give the reason, the only honest reason *possible* why we call our machine "The Standard Hatcher of the World." The *proof* is there. No other incubator *ever invented* can make such a showing. We now do a larger foreign business *alone* than nine out of ten of the incubator manufacturers of Christendom *do all told*. And we are proud of it! So should you be—if you live in America.

FIRST—INSTEAD OF LAST

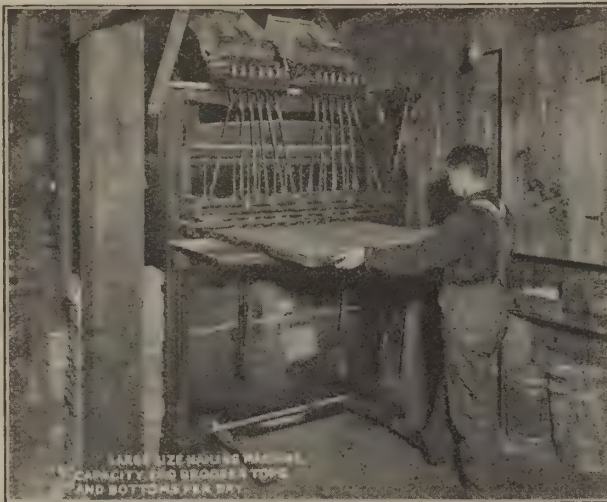
If you are going to use an incubator at all, buy a good one—*the best to be had*. If you decide that you would like to own a Cyphers, we urge you to buy it *first*—not after you have "tried" some cheap machine and met with discouraging losses. When you buy one cheap incubator, discard that and buy another that is no better, you are *overpaying* the Cyphers price, *without* getting Cyphers results and Cyphers *satisfaction*.

Thousands have made *that mistake*—and have told us so. Beginners in the use of an incubator, or



A "CYPHERS" OVERFLOW MEETING.

How a hatch of 331 White Wyandotte Chicks looks in a No. 3 Cyphers Incubator. The nursery drawers are a great convenience, but quite often their capacity is taxed to the limit.



Interior Views of Cyphers Company Factory, Buffalo, N. Y.
Incubator and Brooder Wood-working Departments.

in the poultry business, sometimes take hold in a *half-hearted* way—as though they expected *failure*. Too often they decide to *try* a cheap machine to find out if it will work—to learn whether or not an *incubator* will really hatch chickens. We cannot emphasize too strongly the *poor economy* of adopting that course—if you are in earnest, if you mean business.

Far too many persons already in the ranks of poultry raisers are *trying hard* to get ahead by the use of *poor equipment*. To men and women in that position we can only say: Do not continue to *worry along*, fighting against heavy odds. If you own a type of incubator that is not turning out *plenty of chicks*—the kind “with the kick in them,” the kind that grow rapidly right from the hour they are hatched—*buy a Cyphers*, any size you like, and test it *one season* alongside of the other kind. For you to do this will mean a great deal more to you than it can possibly mean to us.

SUCCESS ON FIRST TRIALS

The Cyphers is the logical incubator for the poultryman who *has reached* success. It also is the logical incubator for the man or woman or boy or girl who is *beginning* in the work—and who plans to get out of poultry keeping *the most there is in it*.

Its *perfected* construction, after fifteen years in *practical use* in all countries, in all latitudes, under widely-varying conditions—its *patented* features, its freedom from the “bothers,” disappointments and losses that are *common* to the “cheap incubator,” makes it the best machine for the beginner to own, *first, last and all the time*.

Amateurs, so-called, do successful work with the Cyphers *right from the start*. Here are a few sample first hatches. They tell the story:—

J. Ralph Haskell, Ipswich, Mass.—“I have hatched 786 chicks in my No. 1 Cyphers and sold all of them at 12½ cents per chick. I averaged 118 chicks out of an average of 125 fertile eggs. *This has been my first experience with an incubator.*”—Aug. 12, 1910.

H. R. Grant, Brickspoint, Maine.—“Thought I would write you and let you know the results I have had with one of your No. 2, 1910-style incubators. *First hatch* was 171 chicks in open chamber over living room; *second hatch*, 195 chicks, same place; *third hatch*, 186 chicks in cellar. *Was not this very good for an amateur?*”—June 6, 1910.

W. H. Porter, Route No. 23, Sandy Lake, Pa.—“*On my first hatch* with a No. 2 Cyphers I got 195 chicks out of 199 fertile eggs. *My hatches have averaged 95¼ per cent.* The chicks have been the strongest and healthiest I ever saw. This is my first experience with an incubator.”—July 12, 1910.

Levi Eldridge, Pendleton, Ore.—“*On my first hatch*, out of 224 fertile eggs I hatched 207 strong, healthy chicks, or 92 per cent. *Other hatches have been equally as good* and I cannot recommend too strongly the Cyphers Incubators.”—August 1, 1910.

H. M. Grover, Adah, Pa.—“*My first hatch* in a No. 0 Cyphers came off O. K. Used 70 eggs, tested out nine and that left 61. They hatched last Monday; *result*, 53 fine chicks. I think this was remarkable. I work every day—saw the machine only three times daily. Am telling you the truth when I tell you that *I never saw an incubator until I saw this one.* The chicks are doing well—strong and healthy.”—July 7, 1910.

Mrs. C. E. Drinkwater, Northport, Maine.—“I am perfectly satisfied with my Cyphers Incubators bought of you this spring. Have never tried any other make and do not see any reason to change or experiment. *In my first hatch with the No. 1 Cyphers* I took 96 chicks from 110 fertile eggs. From the large machine, *my first trial*, I got 224 chicks from 270 eggs. *The second hatch* from the No. 1 machine I got 96 chicks from 109 good eggs. Can anybody's incubator do better?”—June 13, 1910.

WOMEN DO WELL WITH THE CYPHERS

There is nothing connected with running a Cyphers Incubator that a woman cannot do *just as well* as a man. Probably one-third of the total number of machines sold by us are operated *by women*. The work is light, the directions few in number, the machine is practically *automatic*, and women, the country over, do fully as good work with it as men. We have the proof in abundance. Sample letters are printed in the back pages of this book. Here are a few brief extracts:—

Mrs. Helen Throckmorton, South Raub, Ind.—“Enclosed find a picture of my last hatch in the No. 1 Cyphers. *Obtained 93 fine, healthy chicks from 98 fertile eggs.* I like the Cyphers best of all and would not be without it. *It is the cleanest and easiest to operate incubator* I have ever tried.”—August 16, 1910.

Kuhlman Sisters, Winona, Minn., breeders of Barred Plymouth Rocks.—“We have four incubators, one a 120-egg Cyphers, *which is worth more to us than the other three put together.* Besides hatching nearly every chick, we find that the chicks hatched in the Cyphers are much stronger. *We hatch nearly every fertile egg entrusted to your machine.*”—June 2, 1910.

Clara Wolters, Des Plaines, Ill.—“I recently bought one of your 240-egg machines *from a neighbor* and on March 4th I set it with 245 eggs. The egg capacity of your incubator is not overstated. They hold more than you advertise. I tested out 17 eggs in all, *leaving 228 eggs in the machine.* Out of these 210 hatched about noon on the 21st day. I have no hesitation in recommending your incubators *to my friends.*”—April 4, 1910.

Mrs. J. A. McAlpine, Tulare, Cal.—“About two months ago I wrote you asking if your incubator *will hatch turkey eggs.* You answered ‘yes,’ but so many around here told me ‘no,’ that I hesitated. Finally I gained courage and put 48 turkey eggs in one tray of my 240-egg machine. *On the eighth day* I filled the other tray with hen eggs—120 of them. After testing I had 42 fertile turkey eggs and 97 fertile hen eggs. I hatched 40 fine, smart turkeys and 86 bright chicks. The neighbors think this something remarkable.”—May 1, 1910.

Mrs. G. C. Merriam, Lake Como, Pa.—“I want to write and tell you that I got a lovely lot of chicks *from the 150 eggs you sent me in May from the Cyphers Company Poultry Farm.* I got a 90 per cent. hatch from the fertile eggs and they tested out well. Have had two other good hatches from your No. 2 incubator and *am glad to recommend it to my friends.* I shall continue to order anything I need from the Cyphers people, *for I know they will make their word good.*”—June 6, 1910.



A “SAMPLE” HATCH.

Photograph showing hatch made by Mrs. Helen Throckmorton South Raub, Ind., who says: “Enclosed find picture of my last hatch in the No. 1 Cyphers. Obtained 93 fine, healthy chicks from 98 fertile eggs.”



JACKETING THE HEATERS
HEATER DEPARTMENT



ELECTRIC INCUBATOR AND BROODER DEPARTMENT



PART VIEW OF FLAT METAL DEPARTMENT



BENCH WORKERS IN FLAT METAL DEPARTMENT.



PART VIEW OF MACHINE SHOP



ANOTHER SECTION OF MACHINE SHOP

Interior Views of Cyphers Company Factory, Buffalo, N. Y.
Metal-working and Electrical Departments.

STANDARD CYPHERS INCUBATORS—THE WORK THEY DO

Mrs. Anna Ballard, Story City, Iowa.—“I find your incubators self-regulating, self-ventilating, non-moisture and they require less care than any machine I know of. This year I set my 244-egg size three times and hatched nearly 700 chicks.”—August 17, 1910.

Mrs. H. E. Keck, Nichols, N. Y.—“I bought my Cyphers Incubator of Mrs. S. Jakeway in 1903, seven years ago. Have had grand success with this incubator every year and have hatched hundreds of chickens for other people. Now have all the orders I can fill, and more too”—May 10, 1910.

Mrs. Decatur O'Brien, Liberty, Texas.—I have kept the two Cyphers Incubators running continuously the past season and have hatched about 3,600 Barred Rock chicks. I supply day-old chicks and find this machine satisfactory for the purpose—simple, safe and sure; you can “count your chickens before they are hatched”. The regulator takes care of the temperature and the chicks are strong and thrifty because the eggs are not overheated and the ventilation is right.—July 23, 1910.

NOTHING “FANCY” ABOUT THEM

Cyphers Incubators are *rightly priced*—and the prices at which they are sold represent the limit of *incubator value*. There is nothing *fancy*, nothing *useless* about them. Not a penny is *wasted* in their construction. On the other hand, *every cent* is put into them that is *needed* to produce an automatic, dependable incubator—a hatching machine that will give best results *uniformly* and last a life-time. They are built to hatch, and hatch satisfactorily, *anywhere* that an incubator can be used. They will hatch chickens in rooms where water *freezes*, and we have known them to hatch out of doors, on porches, in sheds, etc., when the outside temperature was *below* the freezing point.

We do not know of a place on the Cyphers Incubator of today where we could safely *cut down the cost* of manufacture without injuring its hatching qualities—its *practical* value. It is exactly the incubator we would build *for our own use*, down to the last item of expense—and we believe it to be the *best incubator* for you. Into it we are putting *fifteen years* of experience—our own experience and that of thousands of customers who live in all parts of the world and are using our machines under *every practical condition*.

Cyphers Incubator Company operates the *largest* and *best equipped* incubator, brooder and poultry supply factory in the world—far the largest. We buy lumber by the cargo—other materials in one, three, five and ten-car lots. We employ every legitimate method to *keep down* the cost of production so that we can sell our goods at low prices, *quality considered*. Through these efforts, aided by the much larger output, we are able to sell Cyphers Incubators at as low prices now as we did *ten years ago*, although valuable improvements have been added and the cost of lumber and other materials has *nearly doubled*.

This is our *fifteenth* annual catalogue—which means that ours is not a new company—that we are not offering new and untried goods to the public. We are done with experimenting. The many “experience letters” published in this catalogue from pleased customers tell why—*experiences* that reach back half-a-dozen to a dozen years. The average poultry raiser will do well to let the manufacturers of new and untried devices do their own experimenting.

Immediate *personal* success is what you want! To obtain this we advise you to “pin your faith” to goods that you know will do the work.

We could manufacture “bargain” incubators and “toy” brooding devices—if we *were willing* to do so, but we are not. Our position is that the continued success of Cyphers Incubator Company depends *mainly* on the success of our customers. The Cyphers Company *is not* a “one-order” concern. We do not sell incubators and brooders *only*, but manufacture practically every standard article *that is needed* by up-to-date poultry raisers of all classes. It is satisfied customers that we want—*successful* poultrymen and poultry-women who will be glad to buy of us *year after year*, including poultry foods, alfalfa products, insecticides, etc.

LET US HELP YOU TO SUCCEED

We want you, reader, to become a Cyphers Company customer, and we *hereby agree* to do all that rightly can be expected of us to help you *win success* in your poultry work. As a valued customer of ours, the services and *best advice* of the Cyphers Company organization, from the president and general manager down to every salesman and correspondent in our employ, will be *at your command*.

It is *on this basis* that we have built up the greatest incubator, brooder and poultry supply business *in the world*. We have done it by giving poultry people a square deal—by taking a *personal interest* in their success; by getting on the right footing with them—that of earnest co-operation and *practical help*.

Our ambition is to supply *all classes* of poultry raisers with the means of winning the greatest success—with equipment best adapted to their *special needs*, whether they are large-scale poultrymen or beginners starting in the smallest way.

Cyphers Incubator Company is today *the leader in its field*. With its seven places of business—Buffalo, Boston, New York City, Chicago, Kansas City, Oakland, London—it brings its goods close to you—comes near to you with practical, *experienced* men in charge of its branch offices and warehouses—men well qualified to advise you by correspondence or who can be called on personally by our customers *at any time*.

We are proud of our leadership—because of what it actually *signifies*. Mere bigness—in itself—does not mean anything in deciding which incubator manufacturer it will be best for you to deal with. But the *reasons back* of that bigness *do* count a whole lot.

The respect and *patronage* of the greatest proportion of successful, thinking poultrymen and poultry-women everywhere, in all parts of this country and in foreign lands, could only have been *won and maintained* by the superior merit of the Cyphers Company goods and the superior service rendered by our organization. It is *these goods* and *this service* that we offer you.



LARGEST INCUBATOR CELLAR IN EUROPE

Interior view of part of incubator cellar of Ferme Douglas, at St. Aubin-sur-Scie, France, equipped with seventy-two No. 3 Cyphers Incubators—the largest cellar and largest hatching capacity in Europe.

CONSTRUCTION—MATERIALS—PRINCIPLES

How Cyphers Incubators are Made. The Materials Used. The Principles Embodied. Details of the Manufacture of an Incubator that is Built for Business and Guaranteed to do the Work.

THE Patented principles that have made the genuine Cyphers Incubators deservedly popular throughout the civilized world are retained in our latest-pattern machines, as offered to the public for the year 1911. In these machines will be found also the several substantial improvements, fully protected by letters patent, which render the Standard Cyphers the most convenient and economical to operate, also fire-proofed and insurable, each and every incubator we manufacture *being separately inspected and labeled in our factory*, under the direction of the National Board of Fire Underwriters.

For a full explanation of what it means to have our entire line of Cyphers Incubators and Brooders officially approved, *as to every detail of construction*, by representatives of the associated fire insurance companies that write policies in the United States and Canada, see pages 44, 45 and 46 of this catalogue. *This matter may be of vital importance to you.*

Why should you use a dangerous, *non-approved* incubator or brooder when you can just as well own and operate—in your dwelling or elsewhere—a machine that is built in strict conformity with the published "Rules and Requirements" of the National Board of Fire Underwriters and that has been inspected and approved—each and every machine—by expert engineers?

You will do well to not only "look for the label"—but should *demand it* on the incubator you buy. We could not give you better advice than this.

The inspection here referred to—the substantial brass labels, *every one bearing a different number* stamped by the use of steel dies—cost us money, but it is money spent in the best interests of our customers.

It means safety—lower insurance, and does not interfere in the slightest with the hatching efficiency of our machines.

DO NOT TAKE CHANCES! Cyphers Incubator Company spent thousands of dollars *to earn the right to use these labels*—to win the full approval of engineers who have no financial interest in our company. The fire-proof features of the Cyphers for 1911 are a gift to our customers, *no extra charge* being made for them.

WELL AND DURABLY MADE

Cyphers Incubators are built "strictly for business." From the moment the lumber is selected at the Michigan mills, where we purchase it by the shipload, until the finished machine leaves the hands of the varnisher, this idea is kept constantly in mind and is closely observed through every succeeding operation by one or another of our factory foremen—each man a trained expert in his department.

Factory foremen now in our employ have been with us *ten to fourteen years*. The result of their long experience—of their close scrutiny of every detail, is the *production of an incubator* that we are able to guarantee to the fullest extent—an incubator that has caused leading poultrymen to say: "*The Cyphers Incubator today stands for a greater measure of success in the poultry business.*"

WHITE PINE MAKES BEST CASES

Cyphers Incubators are made of white pine. The additional cost of white pine is more than offset by the enhanced value to the purchaser, and the much

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

lower freight rates on account of its lightness. Furthermore, it is well known that white pine will withstand the effects of combined heat and moisture far better than any of the other woods commonly used. Birch, chestnut, cypress, basswood and southern or hard pine, such as are used generally in the manufacture of incubators, can be bought in different localities for \$17 to \$20 per thousand feet in carload lots, while white pine costs from \$10 to \$20 more than that per thousand.

The manner of packing the double walls and top of the Standard Cyphers is the most efficacious that can be devised. The material employed possesses great non-conductive properties. *As a result of our superior method of packing and construction, we are able to guarantee Cyphers Incubators to run in an apartment, the temperature of which is 20° to 30° colder than one in which cheap and inferior makes can be brought to the required heat, and at all seasons.*

SUPERIORITY OF HOT-AIR MACHINES

The Cyphers is a hot-air incubator, and therefore does not have a tin, galvanized-iron or copper tank to rust out, spring a-leak and water-soak the machine, thereby injuring or ruining the woodwork and spoiling the hatch. With a hot-water machine, should the tank begin leaking after the eggs are put in, the hatch will be seriously injured, often resulting in an entire loss of the eggs or chicks. It is not practicable to manufacture an incubator tank for a hot-water machine that will last more than three to five years, while as a rule these hot-water tanks give out in one or two years—some of them during the first season they are used. The Cyphers, equipped as it is with a separate heater, so constructed that direct heat from lamp *does not pass into incubator at all*, and employing the *original, genuine*, patented "diffusive principle," positively has none of the defects of a hot-water machine.

Following are a few sample reports on this point from customers:—

Francis L. Bancroft, Waukesha, Wis.—"I bought one of your 1909 incubators and am well pleased with it. *Being a mechanic myself*, I know something about good workmanship and I looked the ground over pretty thoroughly. *Was always in favor of hot-water*, but I changed my mind, bought your incubator, and it is as near perfection as can be—in workmanship, finish and operation. I am going to buy one of your brooders this next month."—February 25, 1910.

W. D. Hart, Ashland, Mo.—"Have tried both systems of heating incubators, both hot-water and hot-air. *Always had considerable trouble with the hot-water type*, but none with the Cyphers. Your incubator regulates the temperature hot days as well as cool ones—and that is one feature which is very important. I have found that Cyphers goods 'will do to tie to.' Have hatched and raised my prize winners in your machines."—September 1, 1910.

Geo. A. Kersten, 119 West 52d St., Minneapolis, Minn.—"Will say that *I was prejudiced against hot-air incubators* and had always used hot-water machines, but as I repeatedly had a large number of chicks dead in the shell, fully developed, and as my neighbor had one of your machines that he was not operating, I decided to buy it and give it a fair trial. Your machine has held the temperature more evenly than any hot-water machine I have tried, and *I now propose to convert my hot-water machines into brooders* and to put in another one of your incubators."—April 25, 1910.

A. F. Nisle, Jefferson Park, Ill.—"I had a hot-water machine at first. *With it I had one mishap after another*, including a total loss of two hatches and got just one little weak chick out of the third trial—so you can imagine my pleasure when I bought one of your 144-egg machines, *which practically took care of itself*, although operated in just an ordinary living room. On the 26th day of February I set the machine with 144 eggs gathered from an ordinary run of chickens. Tested the eggs down to 90 and hatched 76 chicks, which I sold when they weighed a pound to a pound and a half at 31½ cents per pound. *I set the machine twice more*, bringing the three hatches up to an average of 80 per cent."—August 9, 1910.

THE CYPHERS PERFECTED HEATER

The Heater and Safety Lamp Enclosure on a Cyphers Incubator *costs more to make than it costs all told* to build some of the "bargain" incubators on sale. Please examine illustrations herewith *for proof of this statement.*

In addition to the fire-proofed insurable features of our 1911 heaters, they possess the following important advantages over all low-priced, cheaply-built incubators:—

The top of the asbestos jacket is covered with a substantial metal cap that extends down over the upper edge of heater and protects it from injury. There is also a band of heavy sheet metal around the bottom of the asbestos jacket, which protects the lower rim. These features not only add greatly to the durability of the heater, but also add much to its appearance.

The time-tried principles of the old-style Cyphers heater have in no wise been changed. They are the same today that they have been for ten years. While we have added to the cost of manufacture in devising this fire-proofed heater, its use places us in a position to claim that no other heater on the market equals it either in durability, efficiency or safety.

The fire insurance engineers are much opposed to the type of incubator construction that locates the lamp directly underneath the case of the incubator, and for good reasons. Incubators are still offered for sale that use a lamp which is hung or placed on a shelf located *under the wooden case of the machine*, the chimney extending upward into the case itself. In this faulty construction the heat pipes or flues receive direct heat from the lamp flame and discharge it *into the interior of the case*. The ban of the fire insurance world has been placed on this out-of-date construction.

There are numerous makes of so-called popular-



CYPHERS INCUBATOR
SAFETY LAMP
ENCLOSURE.

Lamp in proper position to be elevated. The elevating device is an ingenious yet very simple method of lifting the lamp until the burner properly engages the bottom of direct heat flue, when it is locked in position. Judged from the standpoint of simplicity, durability and security this is unquestionably the best lamp support yet invented.

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

priced incubators on the market which are heated by locating a lamp or heater at one end of the incubator case and conducting heat direct from the lamp into a hot-air reservoir located above the egg chamber. ***This faulty and unsafe construction is also condemned by the Fire Underwriters.***

The heater and lamp and lamp support ***must be constructed*** according to the letter and spirit of the standard adopted by the Fire Underwriters, and the lamp bowl, lamp burner, flame, chimney and lower section of the heater positively must be so protected "that fire therefrom cannot communicate" either to the case of the incubator or "to the floor of the room in which the incubator is operated."—So say the "Rules and Requirements."

The Cyphers Safety Lamp Enclosure, combined with our superior heater, accomplishes these desirable and highly important results. The right to use the insurance labels is the proof. Other manufacturers ***may claim*** fire-proofed and insurable incubators, but ***demand the label***—that is the test! ***If their machines do not bear the official label***, you may be absolutely sure that they are dodging the question—or are trying to mislead you.

CYPHERS SAFETY LAMP ENCLOSURE

The Cyphers Safety Lamp Enclosure consists of a substantial galvanized-iron drum the ***same diameter as the asbestos jacket*** on the incubator heater and about 8 inches deep, constructed without the use of solder. Top and bottom are double seamed to the body of the drum by the use of machinery. The top is reinforced with a metal collar and ***the bottom is oil tight.*** The direct heat flue of the heater passes

through and extends about one-half inch below the top of the enclosure. When in position the top of the enclosure rests against the bottom of the fresh-air flue of the heater and is held securely in place by means of bolts fitted with thumb-nuts.

The lamp slides into the enclosure on a plate attached to the top of the elevating device, and may be quickly inserted and removed ***without tilting and without spilling of oil.*** Additional to this convenient and safe method of handling the lamp, a brass vent tube, one and one-half inches long, is securely attached to the top of the filler cap, which further prevents a ready spilling of oil.



CYPHERS INCUBATOR
SAFETY LAMP
ENCLOSURE.

Lamp elevated and locked in position. To remove or replace the lamp is such a simple operation that it can be accomplished with one hand without the discomfort of kneeling. The operator can see and adjust the flame without removing the lamp. The burner collar and burner are so constructed that lamp must be inserted in enclosure with filler cap to rear.

The burner collar and burner on this lamp are eccentric, ***as regards the top of the lamp bowl***, so that the lamp must be inserted in the enclosure with the filler cap at the rear, or the burner will not engage the bottom of the direct heat flue when the lamp is elevated and therefore cannot be used.

The elevating device is an ingenious yet very simple method of lifting the lamp until the burner properly engages the bottom of the direct heat flue, when it is locked in position and ***cannot be accidentally dislodged.***

This Safety Lamp Enclosure withstood the repeated tests of the engineers of the National Board of Fire Underwriters and of the manufacturers, extending through several months—doing so without a suggestion of failure—and was passed by the Underwriters' Laboratories (Inc.) as a satisfactory device ***for safeguarding the lamp of an incubator***, in conformity with the object of the "Rules and Requirements" of the National Board. But this Safety Lamp Enclosure possesses other valuable features besides safeguarding the lamp.

First—It unquestionably is the best lamp support yet invented, judged from the standpoint of ***simplicity, durability and security.***

Second—It infallibly locates the lamp burner in the ***proper position.***

Third—It prevents the fumes from the lamp entering the ***fresh-air intake*** of the heater.

Fourth—It allows the operator to see and adjust the flame ***without removing the lamp.***

Fifth—To remove or replace the lamp is such a ***simple operation*** that it can be accomplished with one hand and without the discomfort of kneeling.

And not one of the time-tried and well-known Cyphers principles have had to be eliminated in securing these several important advantages. The lamp occupies identically the same position it did before the insurance feature was adopted, and no changes have been made in the construction of the heater. Every part of the heater and safety lamp enclosure is well and durably made, therefore cannot get out of repair and will last a lifetime.

THE DIFFUSIVE PRINCIPLE

(Patented)

Years ago men working in the interests of this company experimented in many different sections of the Union where the greatest divergences of temperature and moisture exist, employing in their tests several styles of so-called porous hatching chambers. The system which finally was found to be the most practical is now used in the construction of the Cyphers Incubators. Porous diaphragms compose the upper and lower divisions of the egg chamber, and through these diaphragms the ***moderately-warm, pure air*** from the protected fresh-air chamber of the heater must pass in entering and leaving the apartment in

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

which the eggs are placed. This is a distinct advance on the old system of radiant heat and direct ventilation. It is patented by this company and may be manufactured lawfully only by us. Infringements of this principle have been vigorously prosecuted, and *it is our intention to protect our rights against all persons who may disregard them.*

When the Standard Cyphers is in operation, the fresh, pure air that enters the heater is *first warmed*, then distributed evenly over the whole area of the top surface of the upper diaphragm before it enters the hatching chamber. After being diffused through the minute pores of closely-woven fabric, the air is gradually forced down around the eggs and through the incubating chamber in a slow but positive manner, entirely *without air currents* or the slightest *direct draft* on the eggs. Thence it is *diffused* through another porous diaphragm placed above a shallow chamber in the bottom of the incubator, and thence is drawn out into the exhaust pipe of the heater.

This method of applying heat and insuring *automatic ventilation* gives a larger volume of pure, fresh air than is employed in other incubators, and accomplishes both results *without the disastrous effects* of profuse *direct ventilation*.

All Cyphers Incubators are equipped throughout with removable diaphragms, which can readily be taken out for purposes of cleaning.

GENUINE NON-MOISTURE INCUBATORS

We repeat, that Cyphers Company Incubators are the only ones manufactured that lawfully can be equipped with our patent diaphragms, by the use of which the "diffusive system" of ventilation is employed, overcoming the necessity of supplying additional moisture by the use of shallow pans, wet sand, wet sponges or moist cloths. Users of other styles of incubators are constantly reporting many full-grown chicks dead in the shell, and in hopes of helping them to overcome this difficulty poultry papers have anxiously discussed such questions as:—The best location for an incubator, how much moisture to supply, when to apply it and in what manner.

Cyphers Incubators are so simple and easy to operate, and so certain in results, that they have met with uniform appreciation by experienced operators, while beginners succeed with them from the first trial, because the machine itself solves the perplexing "moisture problem" for them; in other words, we are able to place in their hands a practically automatic hatcher, leaving very little to chance and to inexperience.

The following sample extracts were selected at random from the thousands of letters we have received that contain similar statements:—

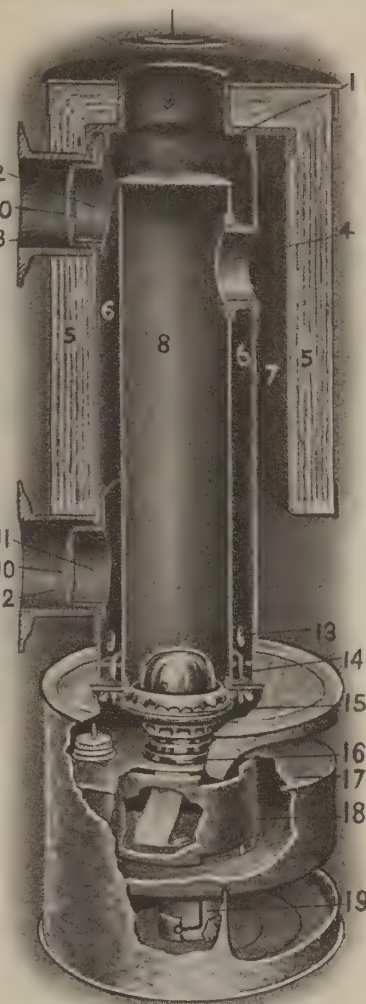
Geo. N. Beecher, West Pawlet, Vt.—"Have found your machine self-regulating, self-ventilating and never have had to supply moisture. Have run my Cyphers Incubator the last four years and it is as good today as when I first started it. Practically all my prize-winning White Wyandottes have been hatched in Cyphers Incubators. Chicks come strong and vigorous."—August 31, 1910.

F. W. C. Almy, Rhode Island Red Specialist, Tiverton - Four-Corners, R. I.—"Have operated Cyphers Incubators for years and find that they need very little attention and care. They maintain a uniform temperature, are practically self-ventilating and require no supplied moisture."—June 26, 1910.

Clare M. Hoffman, Silver Wyandotte Specialist, Allegan, Mich.—"I am using the Cyphers Incubator, the Cyphers Brooder and Cyphers Poultry Foods exclusively and up to this date have not lost a single chick through sickness and they are growing well, about 400 of them. I operate the machine myself. It is automatic so far as ventilation and regulation are concerned and I have never found it necessary to use moisture in any form. My eggs, no matter how expensive, go into this machine and I would far rather take my chances with it than with the best old 'biddy' that ever smashed an egg or stepped on a chicken."—June 9, 1910.

Henry H. Pearson, Stonewall, Man., Can.—"I find it a pleasure to recommend any of the articles you manufacture, as those I have used have been of the very best. Having used your make of incubator, I can speak of the ease with which it is regulated, requiring very little regulation and being nearly perfectly automatic. I have as an experiment supplied moisture, but the results showed that it was absolutely unnecessary, as it hatched better without supplying moisture. Eggs from my prize-winning fowls are put into your incubators with perfect trust in results. The cockerel that won first prize at the Winnipeg Industrial Exposition, 1908, and first at Portage La Prairie and Winnipeg's Winter Show, 1909, was hatched in your machine and fed on Cyphers Chick Food—as was the first cockerel and first pullet at the Brandon Show, 1909."—June 13, 1909.

Herbert J. A. Bodine, Black Rock, Conn.—"A short time ago, if you will recollect, I asked you to mail Mr. Jos. Spagle of 116 Alien Ave., Bridgeport, Conn., a copy of your book of directions for operating



SECTIONAL VIEW OF CYPHERS STANDARD FIRE-PROOF INCUBATOR HEATER WITH SAFETY LAMP ENCLOSURE ATTACHED.

In securing the several important advantages of the Safety Lamp Enclosure, not one of the time-tried and well-known Cyphers principles had to be eliminated. The Lamp occupies identically the same position it did before the insurance feature was adopted, and no changes have been made in the construction of the heater.

1. Top cover cap. 2. Castings which form fire and smoke proof joints between waste heat chamber and pipes connecting heater with interior of incubator case. 3. Casting by which heater is attached to incubator case. 4. Casting which connects direct heat flue (8) with waste heat chamber (7). 5. Air-spaced asbestos jacket covering the entire exterior of the heater. 6. Fresh-air chamber in which fresh air is drawn from outside the machine, is warmed by contact with the outer surface of flue (8), and carried into incubator at upper connection. 7. Escape flue for discharge of fumes from direct heat flue (8). 8. Direct heat flue. 9. Escape flue for surplus heat produced in fresh-air chamber (6). 10. One-fourth inch mesh wire protection against entrance of mice to interior of incubator case when machine is not in use. 11. Castings which form fire and smoke proof joints between waste heat chamber and pipes connecting heater with interior of incubator case. 12. Casting by which heater is attached to incubator case. 13. Top of lamp bowl. 14. Elevating device. 15. Filler cap and non-spilling air tube.

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

your 1906 style 120-egg incubator. In the meantime he had started his machine. *This was his first experience with an incubator, and naturally he was reading all the literature he could get hold of telling about supplying moisture, cooling the eggs, etc.* I told him not to take notice of all these things, but simply to adjust the incubator to its proper temperature, turn the eggs and cut out everything else; that I had two Cyphers 390-egg machines, and had never had any bother with any moisture or special cooling, as the machine is self-ventilating. The result was he got a 90 per cent. hatch, which I am doing without any trouble myself and I run a truck garden along with my poultry. I have to depend entirely upon the mechanical regulation during the entire day, except morning and night, when filling of lamps is required, and the machines never fail me. I have found the Cyphers Incubators to be non-moisture and self-regulating and no trouble at all to run. I always take pleasure in recommending them to my friends."—July 9, 1910.

PRACTICALLY PERFECT REGULATION

The device used on Cyphers Incubators for regulating the temperature in the hatching chamber is a marvel of sensitiveness and reliability. No other style of incubator regulator has been devised that is its equal in the essential points. Sensitive and positive in action, this thermostat, with its mechanically-perfect attachments, *can be fully relied on* to do its work. *This we guarantee.*

Briefly stated, the three elements of chief importance in incubator regulation are: First, a sensitive thermostat, one that will regulate the temperature of a hatching chamber to a fraction of a degree; second, ease and simplicity of adjustment; third, a device so well made in all parts that it will not lose its efficiency with age.

The countless practical and severe tests to which the Cyphers regulating device has been subjected in this and foreign coun-

tries prove beyond the shadow of a doubt that it will control the temperature of the egg chamber, day by day, week in and week out, *within a fraction of a degree.*

MANUFACTURED BY US COMPLETE

We manufacture our thermostats and regulators *complete in every part*, in our own factory. We are thus able to avoid such variations in quality of materials and workmanship as would render useless all care that might be taken in putting the numerous parts together. (See illustration of parts.)

Incubator operators who have had sad experiences with other styles of regulators were quick to recognize the superior value of this thermostat, whereas those who are not familiar with devices of the kind will readily comprehend the working principle and merits of the one herewith described and illustrated. In many machines of the present day, changes of outside temperature will affect the thermometer in the incubator to the extent of four or five degrees, *and even more.* Positively this is not so with the Standard Cyphers.

EXPERIENCE OF CUSTOMERS

As proof in support of this assertion, permit us to present herewith an extract from a poultry paper which was brought to our notice, also a few sample reports from pleased Cyphers Company customers:—

"I use the Cyphers Company's Incubators. Why? Because I find them more accurate as to holding an even temperature. I never knew one of them to get out of repair. The 'spring' regulator or thermostat never changes, while in other makes wafers or discs get out of shape in a year or so, and you have a horrible hatch before you realize what is the matter."—OSCAR WELLS, Farina, Ill., in *Profitable Poultry*.

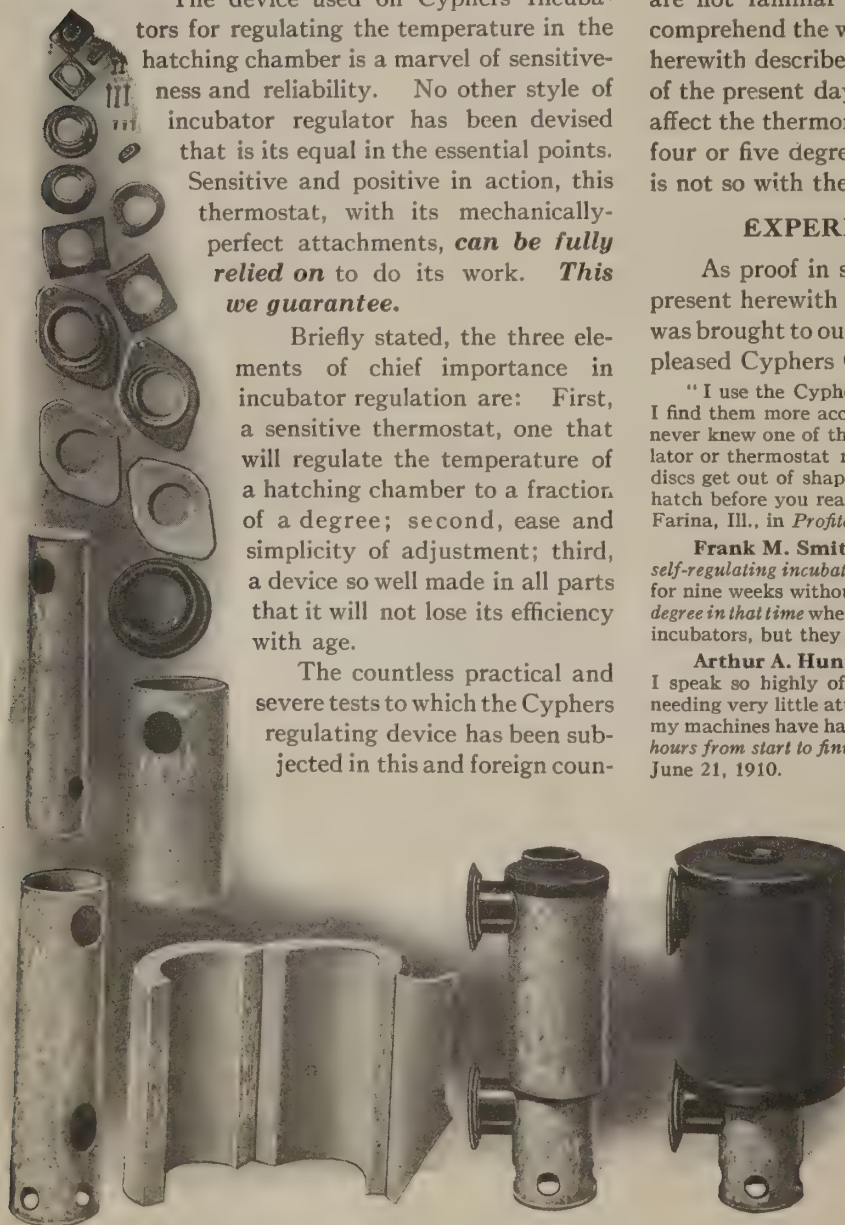
Frank M. Smith, Smithfield, Pa.—"Yours is the *only really self-regulating incubator* that I ever saw. I ran one of your machines for nine weeks without moving the regulator and it did not vary one degree in that time when the machine was closed. Have used other incubators, but they did not give satisfaction."—August 15, 1910.

Arthur A. Hunter, Merchantville, N. Y.—"One reason that I speak so highly of your incubators is that they are automatic, needing very little attention. During the latter part of this season my machines have had no attention other than once in the twenty-four hours from start to finish and always have given me good results."—June 21, 1910.

Julius J. Klein, Barred Plymouth Rock Specialist, Macon, Ill.—"Have five of your incubators, four large ones and one small one, and I believe they are the best on the market. The regulator on your machine cannot be excelled. I have one Cyphers Incubator that I have not adjusted the regulator in eight years, and it works perfectly each season."—April 26, 1910.

Ernest Groves, Manager Dixmont Poultry Farm, Dixmont, Pa.—"Your incubator is certainly a boon to the poultry world. Every time I look at the thermometer it registers 103 degrees. I never worry regarding the heat and never lose any sleep over a Cyphers machine. Have run seven other makes, but give me a Cyphers every time."—August 8, 1910.

Guy U. McDavid, Irving, Ill.—"Wish to inform you that we attribute our success to your incubator. I have used the Cyphers and several other makes under the same conditions, and your machine did by far the best work, being automatic in regulation, also self-ventilating. I consider eggs placed in your machine safer than under a hen. All the eggs from our White Wyandottes winning first at the Missouri State Show have been hatched in a Cyphers Incubator and we have a very promising bunch of youngsters."—June 16, 1910.



CYPHERS IMPROVED SAFETY HEATER PARTS.

Parts that go to make up the Improved Cyphers Safety Heater (from photograph). Absolutely fire-proof, and guaranteed to be the best made and best-service heater manufactured for use on incubators. Nearly all other manufacturers use simply a cheap lamp and a light-weight metal chimney. Note the 2¼-inch thick asbestos jacket (open) with dead-air spaces, protected by a metal cap at the top and a strong band of metal at the lower rim. See description, pages 37 and 38.

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS



Small size Standard Cyphers Incubator, latest-pattern (No. 0 and No. 1), showing "Split" lower diaphragm removed and egg tray and upper diaphragm partly drawn out. The top diaphragm is easily removable without interference with the thermostat or other working parts. No. 0 Incubator, capacity 70 eggs, Price \$15, and No. 1 Incubator, capacity 144 eggs, Price \$22, are alike in all respects except size.

Goodes & Palmer, Orpington Specialists, Marcellus, Mich.—"We are using Cyphers Incubators exclusively this season. We have had experience with other makes, but find the Cyphers much more dependable. One of the principal advantages is the little care it takes. Other incubators we have tried needed constant watching to keep them at the proper temperature, but a change in the weather does not affect the Cyphers. It takes care of itself in those conditions. We used to think when we had some extra choice eggs that we must hatch them with hens. We have changed our minds since we began using your machine. Nearly all our Chicago winners, Dec. 7-12, 1909, including our first prize White Orpington pullet, were hatched in the Cyphers."—May 11, 1910.

We could readily present hundreds of similar reports. See back pages of this book for further testimony on practically perfect regulation.

OUR SYSTEM OF VENTILATION

In the Cyphers Incubators for 1911 we retain the return-draft style of heater, as used on the original genuine Cyphers, for the sole reason that *we know it to be the correct principle*. This construction provides an entirely automatic system of ventilation that is sufficient in itself to produce excellent hatches, especially where the machine is operated in an apartment the temperature of which ranges below 60 to 65 degrees, even though all ventilators are kept closed, either as a result of carelessness or lack of experience. In other words, the Cyphers is practically "neglect proof" and is certain to bring off good hatches, so far as ventilation is concerned, provided the lamp is kept going and the regulator adjusted.

DROP-BOTTOM FOR SUMMER USE

(Patented July 17, 1906)

The larger the number of eggs that are being incubated in one compartment, the more air (oxygen) we should supply, yet *direct drafts* must be avoided. In hot weather, or in a warm climate, the movement of air is *sluggish*. For example, if the air outside of an incubator is 90 to 100 degrees in temperature, the

exchange of *fresh pure air* into the hatching chamber is slow in action and limited in amount—*is insufficient for best results*.

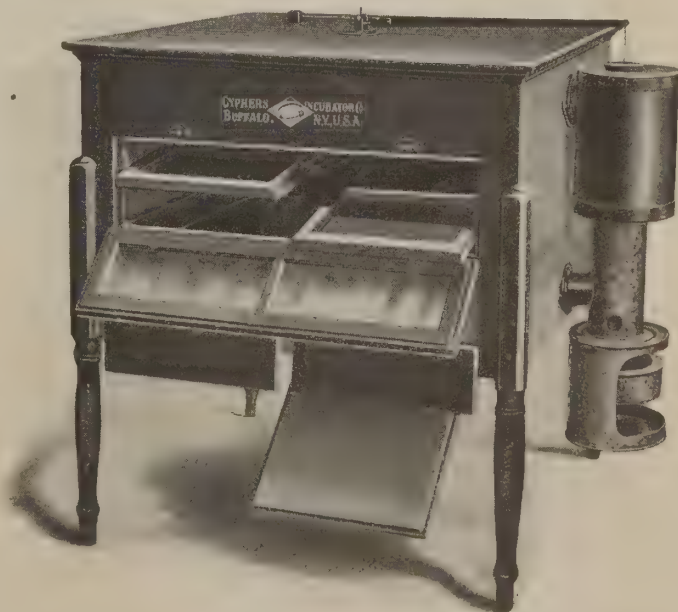
To overcome this difficulty, the two large-size Cyphers Incubators—the No. 2, holding 240 eggs, and the No. 3, holding 390 eggs—are equipped with what we call a drop-bottom. The bottom panel of each machine consists of a substantial frame, enclosing a hinged bottom that can be let down any distance until it reaches the floor. By this means, much of the *under surface of the lower felt diaphragm* is exposed, thus materially *increasing* the automatic ventilation of the hatching chamber and nursery department, especially the latter.

We recommend the drop-bottom method of *supplementary ventilation* when the incubator is operated during the warm months of May, June, July and August in the temperate zone, and during other periods of the year in the torrid zone; *also* when the temperature of the apartment in which the machine is operated *ranges above seventy degrees* Fahrenheit.

Actual and severe tests reported from all parts of the United States and Canada have established the fact that the use of this drop-bottom system of maximum ventilation has increased the hatches to an important extent and produced better chicks and ducklings, thus overcoming, very largely, the adverse conditions of summer heat and lowered vitality.

Following are sample reports received from our customers:—

W. R. Sperry, Cortland, N. Y.—"Have hatched 331 strong lively chicks from 355 fertile eggs in one of your late pattern No. 3 Incubators. *The drop-bottom is a very desirable feature*. We have found your incubators self-regulating and self-ventilating. With the Cyphers it is not necessary to supply moisture. We have used both your incubators and brooders *during the past six years* with satisfactory results."—August 15, 1910.



No. 2 Standard Cyphers Incubator, latest-pattern (No. 3 same pattern), showing method of removing diaphragms without interference with thermostat or other working parts. Drop-bottom open. See description, pages 41 and 42.

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

Bertha M. Story, Rose Mawr Poultry Yards, Oregon City, Ore.—"I rarely have less than a 90 per cent. hatch of good, strong chicks. In warm weather I keep the drop-bottom down until the 19th day and I believe that this system of ventilation, especially for warm climates or late spring and summer hatching, is the secret of the success of the Cyphers in surpassing all other incubators."—June 21, 1910.

H. J. Blanchard, Groton, N. Y.—"The old Cyphers was a self-ventilating, non-moisture machine, but your latest pattern, with the drop-bottom, can be adapted to a far wider range of conditions. I regard your latest pattern incubator as the best hatching machine made, and invariably recommend them to my friends. In my eleven years' experience with your Company I have found its methods square and honorable."—August 28, 1909.

A. W. Rowell, Principal Clark University, South Atlanta, Ga.—"I am well pleased with your incubators and especially emphasize the value of the drop-bottom for this warm climate. Twice this season I have had a better than 92 per cent. hatch. Your machine regulates so much easier and so much more accurately that it seems perfection when compared with any other regulating device I have ever tried."

N. P. Husted, Petaluma, Cal.—"I wish to compliment you on the latest-pattern Cyphers for California climate. It is no trouble to operate in hot weather, when the days are hot and the nights cool—keeping an even temperature, the drop-bottom fitting California weather to perfection. The six Cyphers machines I am operating have averaged 90 per cent. for the past year, several hatches running as high as 98½ per cent. I most heartily recommend your machine to the novice as the shortest cut to success with poultry."

A. B. Soyars, Proprietor Peconic Duck Farm, Riverhead, L. I., N. Y.—"After operating your machines for four years along with other makes of incubators we find the Cyphers beats them all for duck hatching. We kept a few more than 400 laying ducks this year and from them we hatched 20,780 strong, healthy ducklings, which shows what Cyphers Incubators are doing for us. Your patented drop-bottom feature is just the thing for duck hatching, especially as warmer weather comes on."—Sept. 11, 1909.

For numerous additional reports, see back pages.

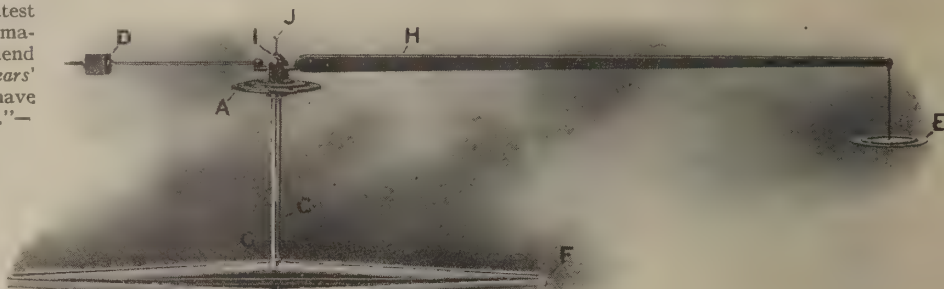


Latest-Pattern No. 2 Standard Cyphers Incubator, 244-egg capacity. Price \$32. Showing nursery doors open; left-hand nursery drawer is in position; right-hand drawer is let down and ready to draw out. No. 3 Incubator, 390-egg capacity (Price \$38) is identical with No. 2 except in size.

HANDY NURSERY DRAWERS

(Patented May 22, 1906)

The No. 2, 244-egg capacity, and the No. 3, 390-egg capacity, latest-pattern Cyphers Incubators are each furnished with two nursery drawers—see illustration, on this page. The drawers occupy the nursery



CYPHERS STANDARD REGULATOR.

Standard Cyphers Toggle-Lever, Double-Action Regulator. Manufactured complete by us in our own factory, and guaranteed to be the most sensitive and trustworthy regulating device invented to date for use with incubators. A—Base-casting. C—Connecting tube. D—Counterpoise weight with two lock nuts. E—Tin Disc. F—Thermostat. G—Metal Nipple, making thermostat fast to connecting tube. H—Wooden arm. I—Knife-edge bearings of pivot casting. J—Connecting rod with upper steel thumb nut.

space underneath the egg trays and are reached through solid wooden doors, located below the glass-panel door that opens into the upper portion of the hatching chamber where the egg trays are situated.

These drawers will be found of great convenience in removing the chicks or ducklings from our large-sized incubators. By their use the operator is enabled to remove the dry chicks or ducklings as often as may be deemed advisable, *without interfering in any way with the remainder of the hatch.* In all large-sized incubators that are not equipped with nursery drawers the operators have met with difficulty in getting the chicks or ducklings out of the rear portion of the nursery section without injuring them, owing to the distance from front to back. Furthermore, with the old-style of machines, if it is desired to remove the chicks before the hatch is completed, it is necessary to open the egg-chamber door, thus *allowing both heat and moisture to escape to a harmful extent.* Duck men, particularly, found this style of machine inconvenient to operate. The nursery drawers furnished in the two large-sized latest-pattern Cyphers Incubators completely overcome this difficulty. These drawers are raised automatically, *when pushed into position*, by means of inclined cleats fastened to the sides of each compartment so as to keep them well up near the source of heat. This improved construction is fully covered by letters patent bearing date May 22, 1906.

No. 0 AND No. 1 STANDARD CYPHERS

All improvements herein described as embodied in the latest-pattern Cyphers Incubators will be found in the No. 0, 70-egg size and the No. 1, 144-egg size, excepting the nursery-drawers and drop-bottoms. These two

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

smaller-sized machines have the new metal-cap, banded heaters, the latest-improved thermostats, the removable top diaphragms, the inclined egg trays and the split lower diaphragms.

These smaller-capacity, shallow-depth Cyphers Incubators have not been found to require nursery drawers nor supplementary ventilation, but the hatching and chick nursery apartments of each of these machines *have been deepened one inch*, as compared with the earlier styles, thus securing a larger volume of air in the incubating chamber and a greater depth in the nursery section for use of the chicks first to hatch. It will be noted also that the capacities of these two machines have been increased *thirteen and twenty per cent.*, respectively.

COMBINATION HEN EGG AND DUCK EGG MACHINES

The No. 3 size Incubators are supplied with extra ventilating tubes, by means of which *these large machines* may be used with maximum results for hatching both hen eggs and duck eggs. In other words, they are *combination hen-egg and duck-egg incubators*—a fact that has been abundantly proved by experienced operators whose reports are to be found throughout the pages of this catalogue.

Here are a few brief extracts from customers who are using this machine to hatch duck eggs:—

E. J. Kirkpatrick, Brookside, W. Va.—"Have now been using your incubators for six years with much success, *incubating chicks and ducklings in them*. They hatch equally well with both kinds of eggs."—April 8, 1910.

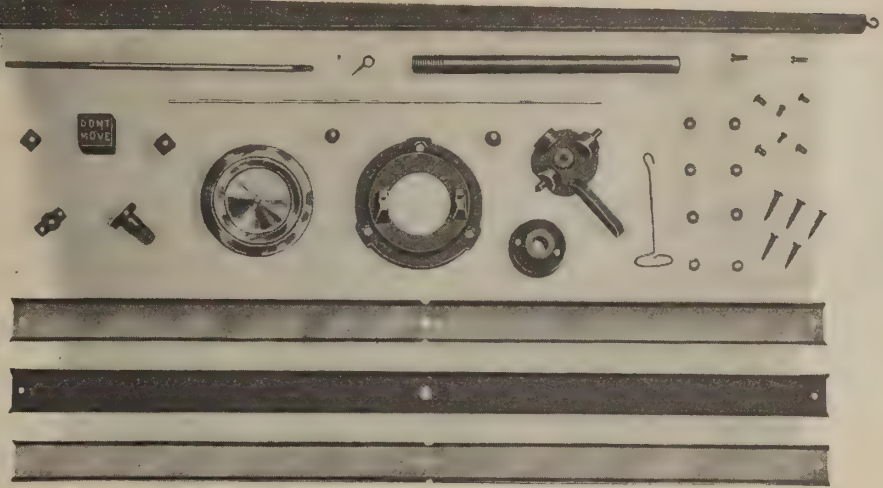
C. C. Herron, Black Orpington and Pekin Duck Breeder, Hope, Ind.—"I use your incubators for hatching and find that I can hatch and raise *as many or more chicks and ducks* with Cyphers Incubators and Brooders as I can with hens, and the machines are not as much trouble as the hens. With their use I never have any broken eggs. *As for health and vigor*, I cannot see any difference between the hen-hatched and incubator-hatched *chicks and ducklings*."—July 20, 1910.

D. H. Folks, Carbondale, Kansas.—"In a No. 2 Cyphers, out of 210 hen eggs I hatched 204 good, strong chickens. Out of 52 fertile duck eggs I hatched 48 ducks. This was in the same machine. *Only 52 duck eggs were in the machine during the hatch*. I started this spring the 1st of March and hatched out and raised more than 800 chickens successfully."—August 8, 1910.

Chris. H. Leitner, Elgin, Ill.—"Have just had a 93 per cent. hatch of ducks come off in your machine. Have hatched many prize-winning Single Comb Buff Leghorns *in the same incubator*. Have tried other makes of machines, but could not get the fine results I can from yours. You may use this report as a testimonial if you wish to."—June 25, 1910.

A VISIT TO OUR FACTORIES

We wish every customer of the Cyphers Incubator Company could visit our factories to see for himself how well equipped we are to manufacture strictly high-grade goods, and to inspect the Cyphers Incubators and Brooders in the process of construction. Money



CYPHERS STANDARD REGULATOR PARTS.

From photograph of parts of Cyphers Double-Action Automatic Thermostat, showing the number of pieces of high-grade materials used in its construction.

has not been spared in equipping our factories throughout *with the most improved machinery*, and we are in a position to know that this Company's factories are by long odds the largest and best-equipped establishments of the kind in the world. We manufacture, under the supervision of competent, experienced persons, *practically every part of every incubator and brooder* we offer for sale, including the woodwork, heaters, regulators, lamps, etc., also the Cyphers full line of specialties for poultrymen—*upwards of one hundred useful and popular articles*.

Every incubator made by us is carefully tested as to regulation before the machine is crated for shipment, also every thermometer sold by us. Each Cyphers Incubator has a "packer's slip" attached to the wall of the hatching chamber, which bears the name of the inspector and the date on which the machine was packed and approved.

See Cyphers Company guarantee on pages 70 and 71.



HATCHES DUCK EGGS EQUALLY WELL.

Picture is from photograph showing a No. 2 Cyphers Incubator used by G. M. D. Legg, Sterling, Ill., for hatching duck eggs. Said D. W. Tobey, manager for Mr. Legg: "In this hatch we got 201 ducklings from 217 eggs left in the machine."

INSURABLE

STANDARD CYPHERS

INCUBATORS AND BROODERS

Standard Cyphers Incubators of all sizes are built in strict compliance with detailed specifications adopted by the NATIONAL BOARD OF FIRE UNDERWRITERS in the form of "Rules and Requirements," and every Incubator manufactured by Cyphers Incubator Company is separately inspected IN THE COMPANY'S FACTORY at Buffalo, N. Y., by the Underwriters' Laboratories (Inc.), UNDER THE DIRECTION OF THE NATIONAL BOARD OF FIRE UNDERWRITERS, and bears the OFFICIAL LABEL of the Associated STANDARD FIRE INSURANCE COMPANIES doing business in the United States and Canada.

DURING the spring and summer of 1908 expert mechanical and electrical engineers, working under the direction of the Committee of Consulting Engineers of the National Board of Fire Underwriters, **after a long period of investigation**, completed a set of detailed specifications covering the construction of **Insurable Incubators and Brooders**. These specifications were then adopted by the **National Board of Fire Underwriters** and published in booklet form, bearing this title:—

"Rules and Requirements of the National Board of Fire Underwriters for the Construction and Installation of Incubators and Brooders as Recommended by Its Committee of Consulting Engineers. Edition of 1908."

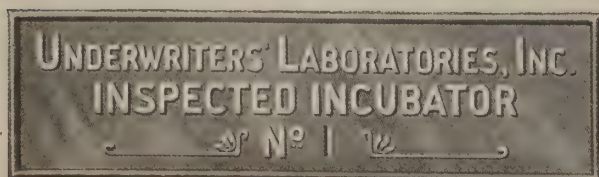
The National Board of Fire Underwriters

Is an organization that represents *practically all* the Standard fire insurance companies *now doing business in the United States and Canada*. The Underwriters' Laboratories (Inc.), with headquarters at Chicago and *branch offices in eighteen of the principal cities* of the United States, are conducted under the direction of the National Board. The directors of the Underwriters' Laboratories are chosen from the officers of the National Board of Fire Underwriters, the National Fire Protection Association, the Underwriters' National Electric Association *and the leading Fire Insurance Companies*.

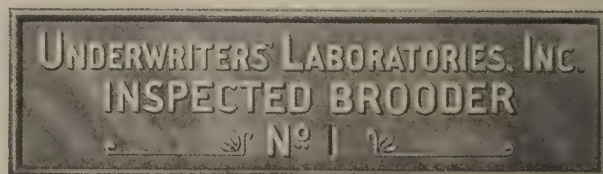
Meaning of the Underwriters' Labels

THESE LABELS mean that *every purchaser* of a Standard Cyphers Incubator or Cyphers Brooder which bears the **Underwriters' Official Label** will get what he desires—namely, **an Inspected and Insurable Incubator or Brooder** that is built in strict conformity to the "Rules and Requirements" of the *National Board of Fire Underwriters* and that has been approved by fire insurance experts who *have no direct interest in their sale*.

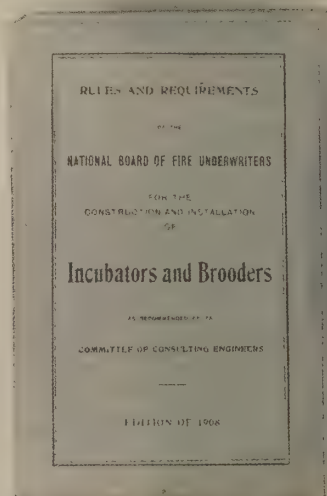
BELOW ARE FAC-SIMILES OF THE UNDERWRITERS' OFFICIAL LABELS:



Form of Brass Label to be Found (in serial numbers) on Every Standard Cyphers Incubator, All Sizes.



Form of Brass Label to be Found (in serial numbers) on Every Standard Cyphers Brooder, All Sizes.



Booklet containing "Rules and Requirements" of the National Board of Fire Underwriters for Safe Construction of Incubators and Brooders.

(From Photograph, About one-half Reduction.)

ARE THE FIRST IN THE WORLD

Cyphers Incubator Company the first in the world to build Incubators and Brooders which comply with the requirements of expert mechanical and electrical engineers, acting under the direction of the National Board of Fire Underwriters, and the first to be granted the Insurance Labels

A**FTER THE RULES AND REQUIREMENTS** of the Consulting Engineers had been adopted by the National Board of Fire Underwriters, and after Cyphers Incubator Company had devised means to comply with same, the Engineers of the Underwriters' Laboratories (Inc.) *repeatedly visited the factory of Cyphers Incubator Company* and examined, tested and reported on the fire-proofed articles submitted for examination. These engineers were *painstaking and exacting in their work*, so much so that a number of alterations and additions were found necessary in the four types of hatching and brooding apparatus manufactured by this company (oil-heated, gas-heated, electric-heated and coal-heated) before the numerous articles were passed and the Laboratories were authorized to issue the *official labels* as reproduced on the opposite page, for attachment to all styles and sizes of Standard Cyphers Incubators and Brooders.

OCTOBER 15 AND NOVEMBER 1, 1908, Cyphers Incubator Company received *official notice* of the approval of its Incubators and Brooders, as follows:—

UNDERWRITERS' LABORATORIES, INC.

Under the direction of the
National Board of Fire Underwriters

Cyphers Incubator Co., Buffalo, N. Y.

Chicago, Ill., October 15, 1908.

Dear Sirs:—We enclose herewith for your information a card on which is given summary from our report on the appliances which were received from you for examination and test.

A duplicate of this card has been forwarded to each insurance company, insurance organization and inspection department subscribing to our work.

Respectfully yours,

W. H. Merrill

Manager.

104—Oct. 15, 1908

INCUBATORS AND BROODERS

Incubator, Oil Heated. Cyphers Incubator Company,
Manufacturer, Buffalo, N. Y.

Oil-heated Incubators (Class B) shown by tests and examinations conducted by Underwriters' Laboratories, Inc., to be in accordance with the requirements of the National Board of Fire Underwriters, and examined and tested at factories under the supervision of Underwriters' Laboratories, Inc., have labels fastened to the front reading

**UNDERWRITERS' LABORATORIES, INC.,
INSPECTED INCUBATOR,**

NO. _____

This Company is equipped to supply these devices. Users and Underwriters having jurisdiction are advised to give preference to incubators of this class which bear the labels referred to.

104—Nov. 1, 1908

INCUBATORS AND BROODERS

Brooder, Oil Heated. Cyphers Incubator Company,
Manufacturer, Buffalo, N. Y.

Oil-heated Brooders (Class B) shown by tests and examinations conducted by Underwriters' Laboratories, Inc., to be in accordance with the requirements of the National Board of Fire Underwriters, and examined and tested at factories under the supervision of Underwriters' Laboratories, Inc., have labels fastened to the front reading.

**UNDERWRITERS' LABORATORIES, INC.,
INSPECTED BROODER.**

NO. _____

This Company is equipped to supply these devices. Users and Underwriters having jurisdiction are advised to give preference to brooders which bear the labels referred to.

CYPHERS INCUBATOR COMPANY was first in the history of the poultry business to manufacture Incubators and Brooders that *meet the requirements* of the Associated Fire Insurance Companies, and also the first company in the world to be granted labels by the Fire Underwriters covering *inspected and insurable incubators and brooders* built in conformity with the specifications of *their expert engineers*. Label No. 1 for "Inspected Incubator" and Label No. 1 for "Inspected Brooder" were *issued to Cyphers Incubator Company* and are illustrated on opposite page. These labels are *stamped with serial numbers*, which means that no two Incubator labels and no two Brooder labels *can ever have the same number*.

This fact alone is a guarantee that every Incubator and every Brooder that bears the Fire Underwriters' **OFFICIAL LABEL** must be one that has been **INSPECTED AND APPROVED** by representatives of the Underwriters' Laboratories (Inc.).

FACTORY INSPECTION:—*Every Cyphers Incubator and every Standard Cyphers Brooder* described and offered for sale in this catalogue has been separately and personally inspected *in the factory of Cyphers Incubator Company* by engineers employed by the Underwriters Laboratories (Inc.) and has had affixed to it the official label of the Associated Fire Insurance Companies, *placed thereon under the direction of the National Board of Fire Underwriters*. These metal labels are equivalent to the *official signature* of the Underwriters' Laboratories (Inc.) as representing *their inspection* of the incubator or brooder *to which it is attached*.

Demand the Label! It means safety. It means protection. IT MEANS CHEAP INSURANCE.

PATENTED PRINCIPLES UNCHANGED

No changes were made in the time-tried and patented principles of the Standard Cyphers Non-Moisture, Self-Regulating and Self-Ventilating Incubators in complying with the Rules and Requirements of the Associated Fire Insurance Companies

ABSOLUTELY NO CHANGE has been made in the *time-tried and patented principles* of the Standard Cyphers Non-Moisture, Self-Regulating and Self-Ventilating Incubators in complying with the Requirements of the Fire Insurance Underwriters, therefore the manufacturers have placed the *same sweeping guarantee of superiority* on these world-famed hatchers for the season of 1910-1911 that has covered their standard make of incubators heretofore. (For Warrant of Superiority, see pages 70 and 71.)

The Label Service Explained

IN THE BOOK OF "GENERAL INFORMATION" published by the Underwriters' Laboratories (Inc.), the management explains *and strongly recommends* the label service method of inspecting articles manufactured in compliance with the "Rules and Requirements" of the National Board of Fire Underwriters, as follows:—

"The newer form of supervision, *which is considered superior by the Laboratories' management*, consists in inspections by Laboratories' engineers of devices and materials *at factories* and the labeling of standard goods by means of stamps, transfers or metal labels, *whereby they can be recognized wherever found*. By means of this service *the quality of goods in factories* where approved articles are made *is carefully observed*, and the use of labels restricted to such portion of the output as meets *in all essentials the standard of efficiency shown by the sample originally tested and on which approval was based*.

"Experience has shown that this method *is in every way superior* for the purpose of *bringing to the consumer the article he desires*, for the purpose of placing competition between manufacturers beyond the point where *deterioration in the quality* of the output is made necessary, and for the proper protection of the Laboratories and the organizations co-operating with them who are *giving substantial recognition to efficient fire protection appliances*."

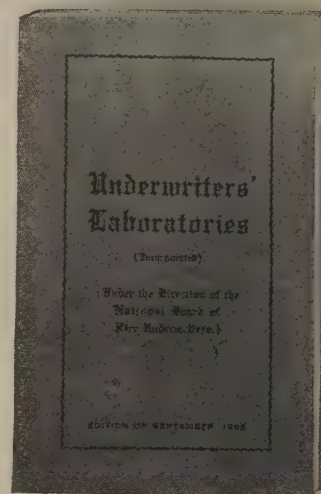
ALL STYLES AND SIZES *Every style and size of Standard Cyphers Incubators and Brooders is built in strict conformity to the "Rules and Requirements" of the National Board of Fire Underwriters and has been officially approved as to all details of construction* by the laboratory engineers. This statement applies with equal force to—

*Cyphers Oil-Heated Incubators and Brooders, to
Cyphers Blue-Flame Burner Gas-Heated Incubators and Brooders, to
Cyphers Electrically-Heated Incubators and Brooders, and to
Cyphers Mammoth Compartment Coal-Heated Incubators and
Hot-Water Brooding Systems.*

In short, all Incubators and Brooders bearing the name "Cyphers" and manufactured by Cyphers Incubator Company are built *absolutely in conformity* with the "Rules and Requirements" of the fire insurance world, *governing the construction of incubators and brooders*; therefore they represent the *maximum of safety* and are *everywhere insurable*.

Sound and Timely Advice to All Classes of Property Owners

Do not risk life and property by operating cheaply-built incubators and fire-trap brooders. You need not take chances of this kind. Buy and use incubators and brooders *that are built in strict conformity with the requirements of disinterested fire insurance experts*, whose sole object in adopting such requirements *was to reduce the fire risk to the minimum* in oil, gas, electric or coal-heated devices, without interfering with the principles or efficiency of the machines. *Remember* that in this matter the interests of the *associated fire insurance companies* of the United States and Canada, and *your interests*, are identical. Why not reap the benefit of the valuable work these experts have performed? Look for the labels—*they are the proof!* **THEY PROTECT YOU. REFUSE EVERY INCUBATOR OR BROODER THAT HAS NO LABEL.**



(From photograph, about one-half reduction.)

Booklet of "General Information" of Underwriters' Laboratories (Inc.). First paragraph in this booklet reads as follows: "The work of Underwriters' Laboratories is confined to investigations having a bearing upon the fire hazard, and is undertaken as one means of securing correct solutions of many of the problems presented by the enormous and disproportionate destruction by fire of property in the United States."

CYPHERS COMPANY BROODERS

FIRE-PROOFED AND INSURABLE

Complete Standard Line for Outdoor and Indoor Use; Employ Top-Heat and are Self-Ventilating and Self-Regulating; Are Built on Colony House Plan (except indoor type); Are Substantially Made; Are Fire-Proofed, and Every One Bears the Fire Insurance Underwriters' "Inspected Brooder" Label.

CYPHERS INCUBATOR COMPANY manufactures for its customers a complete line of individual brooders that are *as well constructed and as well adapted for the uses intended* as are its Standard Incubators. These brooders, without exception, are built to do the work required of them, cost price being treated as of secondary importance. They not only are *fire-proof and insurable*, but are claimed by us to be the best designed, the *most durable*, the *most convenient* and the *most efficient* indoor and outdoor individual brooding devices thus far invented and placed on the market.

Cyphers Company manufactures *high-grade* brooders only. This company concluded some years ago that the fact that it had built up the largest incubator business in the world by the sale of strictly *high-grade incubators*, fully justified it in believing that the same class of trade would pay the necessary prices for strictly *high-grade brooders*. It decided, therefore, to abandon any further attempt to serve the *temporary interests* of its customers by trying to save them a dollar or two per brooder *on their original investment* when to do so will mean the loss, later on, of many times the amount in a *wasteful mortality of chicks*.

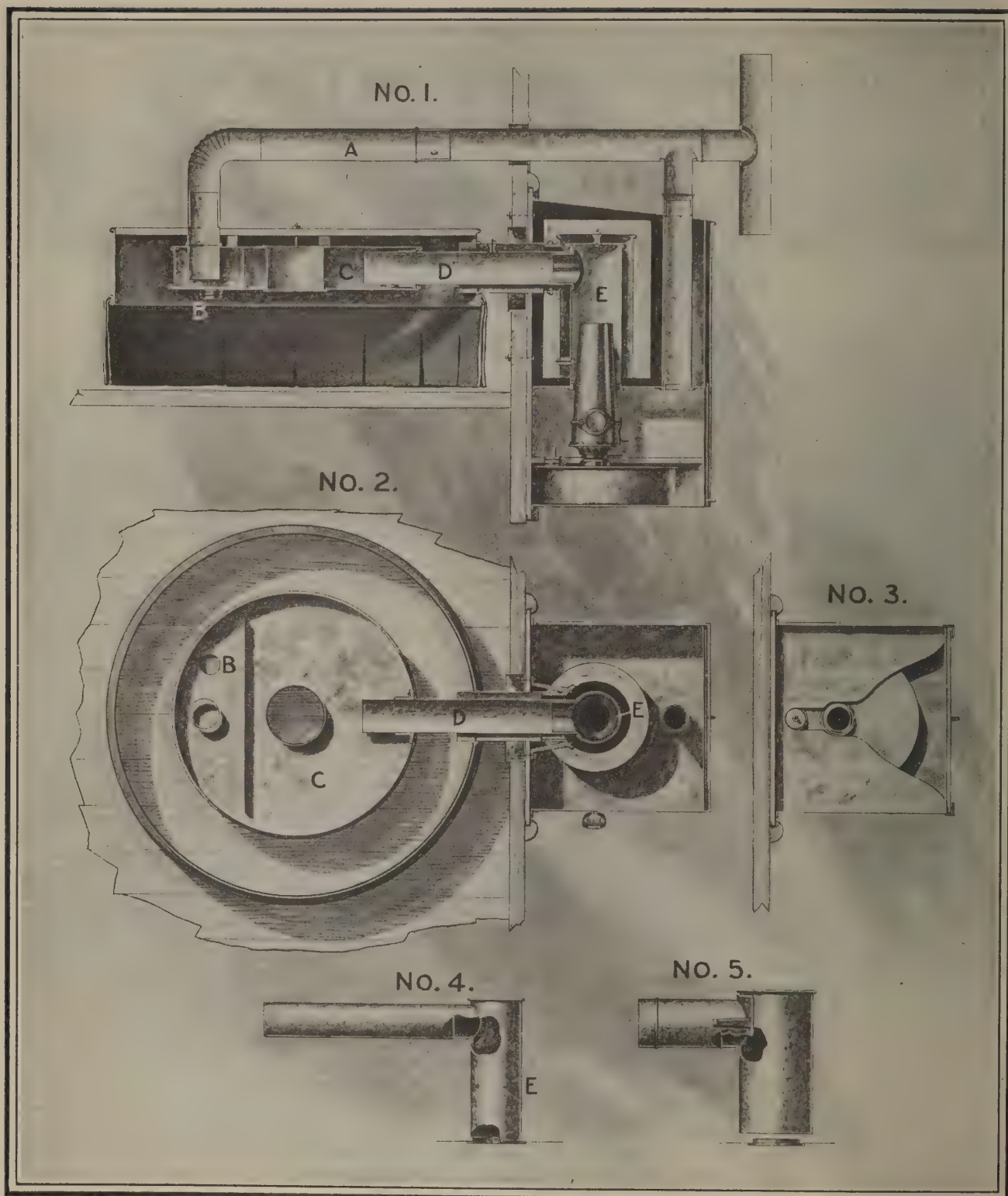
When it became necessary for us to build brooders in conformity with the "Rules and Requirements" of the Associated Fire Insurance Companies, *or to place our customers* in a position where they either would invalidate their fire insurance policies *or would have to go without fire insurance*, we decided to introduce *a truly standard line* of oil-heated brooders—a line of brooders fully as good for the purposes intended as are the Standard Cyphers Incubators. We realized that it had been just "that extra dollar or two" on each brooder which was needed to complete the device and make it a first-class article.

A properly designed and well constructed brooder *is as necessary to success* in raising chicks and ducklings by artificial means as is the use of the best incubator obtainable. Manufacturers of brooders *have known this for years*, but the competition in cheap brooders has caused them to make and sell brooding devices that have been either inadequate for the purpose or not durable enough to last and give satisfaction during a reasonable length of time.

Usefulness Reduced Fifty Per Cent. If Not Insurable

It was very evident that our *full line* of Standard Cyphers Brooders *must be insurable*, otherwise their usefulness and real value *would be reduced at least one-half*. At one time or another the poultry keeper is sure to want to use his outdoor brooders *in or near valuable buildings*. This is true in every case with indoor brooders, and it is true also of outdoor brooders. At certain seasons of the year it may suit the poultryman to locate his outdoor brooders in a field or an orchard, far from his residence and other buildings, but *early in each season* he will find it both profitable and convenient to operate them either indoors or in a sheltered position near some building. This made it clear to us that an *uninsurable* outdoor brooder would be *worth only about fifty cents on the dollar*, because it could not be used with safety except *at a considerable distance* from insured property and away from combustible material of any kind that might endanger insured property. Also, there was the matter of the extra labor and inconvenience in attending to brooders, especially early in the season, that must be located at a safe distance from buildings and other insured or exposed property.

REMEMBER, please, that Standard Cyphers Oil-Heated Brooders, both outdoor and indoor, all sizes and styles, are built in strict conformity with the Rules and Requirements of the National Board of Fire Underwriters, and every one bears the Factory Inspection Label of the Underwriters' Laboratories, placed thereon under the direction of the National Board; therefore, they can be used anywhere at any time without refusal on the part of the Fire Insurance Companies and without danger to the property of the policy-holding operator.



WORLD'S CHALLENGE ADAPTABLE HOVER AND BROODER HEATER. FIRE-PROOFED—INSURABLE.
 (Patented.)

Detailed Scale Drawing of Adaptable Hover and Brooder Complete (except casing) illustrating: (No. 1) Vertical Section of Adaptable Hover showing interior construction, including section of Brooder lamp chamber, double heat dome, heater compartment, direct heat pipe, fresh-air flue, hover, waste-heat pipe and T-fume vent and wind-break. (No. 2) Horizontal Section of Adaptable Hover showing method of conveying warm air to hover compartment from lamp chimney (f) through inner heat dome (e), thence through direct heat pipe (d) into heat drum or radiator (c). (No. 3) Lamp Chamber of Heater Compartment, showing deflector and guide plate. (Nos. 4 and 5) Inner heat dome, forced draft chamber between the walls of the double dome through which chamber warm air is drawn, fresh-air flue, which surrounds heat dome and conveys pure warm air to hover compartment.

CYPHERS ADAPTABLE BROODING HOVER

Standard Fire-Proof Brooder Heater. Self-Regulating, Self-Ventilating and Adapted for Safe and Convenient use Anywhere that is Suitable for Confining or Yarding Chicks or Ducklings

CYPHERS INCUBATOR COMPANY never rendered the Poultry Industry a greater service than when, after four years of costly experimenting, it perfected the device which it named the World's Challenge Adaptable Brooding Hover for chicks and ducklings.

TEN THOUSAND DOLLARS, at a low estimate, was expended by us in the long series of experiments which resulted finally in the production of this Adaptable Hover. For a full decade this company had been working on the problem of a lamp-heated brooding device that would meet all the requirements. It was said to be an easy task to hatch chickens in incubators, but a difficult matter to raise them in brooders. That was the cry for years! We believed that the fault lay mostly *in the brooding apparatus and in the feeding methods employed*, and later developments—the later successes obtained by thousands of Cyphers Company customers, have established the fact that we were right.

In the course of time several styles of brooders were designed by us and carefully tested. The best of them were catalogued and sold to customers *located in all parts of the civilized world*—which is the real test of a device of this kind. These different types of Cyphers Brooders gave general satisfaction, as compared with other makes on the market, but we felt sure they could be improved upon and therefore held to the task, regardless of expense. The outcome was the invention of the World's Challenge Cyphers Company Adaptable Hover—and this invention meant an *easy road* to a greatly improved complete line of oil-heated indoor and outdoor brooders, *because the heating and hover equipment* may well be said to comprise the very heart and lungs of a practical brooder—they represent *the two vital elements* of successful brooding by artificial means.

SELF-REGULATING AND SELF-VENTILATING

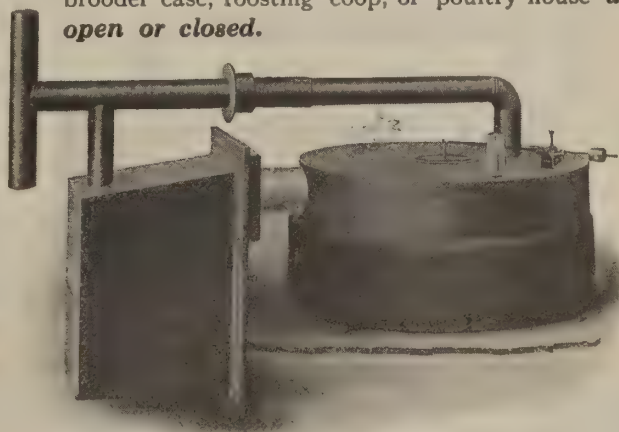
FOR TWENTY YEARS manufacturers of incubators, and brooders, not alone in the United States, but also in leading European countries, have been seeking to develop a practical type of *self-regulating and self-ventilating brooders*. Their wish has been to place these devices on a par with the best incubators in use. The Cyphers Company for years worked faithfully at this problem, but did not meet with real success until it invented the Adaptable Hover.

WE HAD LONG BELIEVED that brooders, to be entirely practical, should be automatic in regulation and self-ventilating, *especially at night*. As at present equipped with our Adaptable Hover, every lamp-heated brooder manufactured and sold by us is *both self-regulating and self-ventilating*. The same high-grade zinc and steel thermostat is used on

the Adaptable Hover that we employ in regulating the latest-pattern Standard Cyphers Incubators, and the fresh air, which is drawn *automatically* into the hover space *for use of the chicks*, is **WARMED** before it reaches them, and no draft from the source of heat can possibly get under the hover. It should be noted that the Cyphers Company's Adaptable Hover is self-regulating and self-ventilating *as a separate device* irrespective of the brooder case or other enclosure in which it is used. It is the temperature *underneath the hover* that is *regulated*, and pure, *warmed air* is delivered to this point from the fresh-air chamber, regardless of other conditions.

LAMP FLAME WILL NOT BLOW OUT AND DOES NOT SUCK OUT

REMARKABLE AS IT MAY SEEM, this hover is so constructed that it could actually be used out of doors without the protection of a case or other enclosure and the lamp would not blow out. This favorable condition arises from the fact that there is *no connection whatever* in the form of an air passage between the lamp chamber and the space underneath the hover; therefore, fumes from the lamp cannot possibly reach the space where the chicks sleep, nor can the action of the air on the interior of a brooder case, colony coop, portable house or other enclosure affect the flame of the lamp in the slightest degree. It is on this account that the lamp chamber can be opened *at any time*, in any location, for filling the bowl, trimming the wick or adjusting the flame, and the blaze *positively will not suck out*, regardless of whether the doors, windows or chick exit to the brooder case, roosting coop, or poultry house *are open or closed*.



CYPHERS COMPANY ADAPTABLE HOVER.
(Patented.)

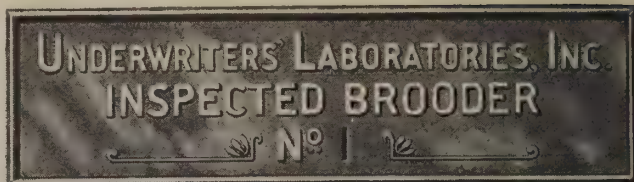
Fire-Proofed—Insurable. Can be used anywhere.
Fig.1.—Shows side view of combined Fire-Proof Heater and Standard Adaptable Hover, ready for use. Device can be mounted; that is, joined together, in less than thirty seconds' time. When uncrated will be found to consist of five pieces (not including regulator arm, regulator disc and thermometer), as follows: Heater compartment, hover, two sections of waste-heat pipe and T-fume vent and wind-break.

CYPHERS COMPANY'S ADAPTABLE BROODING HOVER

CAN BE USED ALMOST ANYWHERE, AS
NAME INDICATES

THIS BROODING DEVICE is called "Adaptable" because of the many practical ways in which it can be utilized by poultry raisers. As before stated, it is used in every style and size of Cyphers Standard Oil-Heated Brooders; it is also used with uniform success in one of the several long brooding houses on the Cyphers Company's fifty-acre poultry farm, Buffalo, N. Y., and it can be used with good results in other makes of brooders, provided the cases are not less than $2\frac{1}{2}$ x 3 feet in floor space and 24 inches high; also as individual brooding devices in home-made cases, consisting of large goods boxes, organ or piano boxes; also in roosting coops, in colony houses and other portable poultry houses; also in connection with any ordinary hen house, closed shed or other out-building where a space can be partitioned or wired off for the chicks. Many of these hovers are in use in vacant rooms of dwellings, also in stables, barns, etc. See pictures in following pages of this catalogue that suggest the variety of uses to which this readily portable, easily handled fire-proof hover may be "adapted" with profitable results.

CYPHERS COMPANY ADAPTABLE HOVERS are machinery-made throughout. Special stamping machines and costly dies are used in their manufacture. The weight and quality of metal and all details of construction are governed by the Fire Underwriters, on penalty of a refusal by them to issue to us **the official labels**. Each hover is separately inspected in our factory by a representative of the Fire Underwriters and is **approved and labeled**, under the direction of the National Board of Fire Underwriters,



FAC-SIMILE OF FIRE UNDERWRITERS' OFFICIAL LABEL.

Form of Brass Label to be found (in serial numbers) on every Cyphers Company Adaptable Hover. Each device separately inspected in our factory. For your own best interests and the safety of the chicks *Demand the Labels*.

before it is boxed for shipment. There can be no variation, therefore, in the construction of these devices nor in the quality of the materials—they are always the same, **always strictly first-class.**

**NOT ONE OF THESE HOVERS HAS BEEN
RETURNED TO US**

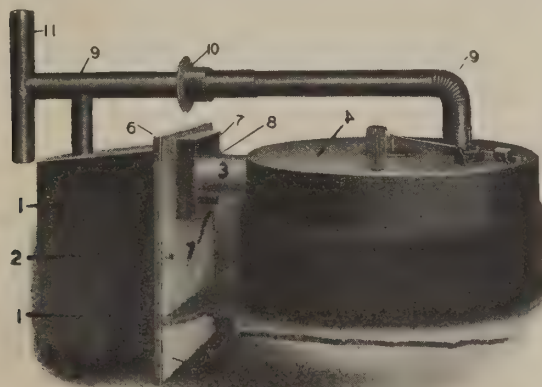
During the last two years many thousands of these Adaptable Hovers have been sold by us and our agents for use in every part of the United States and Canada, and **not in a single case** have we been asked to take one back or to replace one on account of its being defective. This is a record that we believe has never before been approached, let alone equalled, in the manufacture and sale of an Oil-Heated Brooding Device for chicks and ducklings.

We invite the most **exacting comparison** of the Cyphers Company Adaptable Hover with any other Brooding Device on the market and if the purchaser does not find that it contains **at least twice as many** truly valuable points in its construction and use as its competitor, he can return it to us within a reasonable length of time and we will promptly refund the price.

**GUARANTEED TO SATISFY EVERY
PURCHASER**

The fact that we sell the Cyphers Adaptable Hover and our complete line of Outdoor and Indoor Brooders under a broad guarantee that they shall give **personal satisfaction** to every Cyphers Company customer, whether a direct customer or the customer of one of our agents, should be a sufficient endorsement of these goods, on the strength of this company's business standing and financial responsibility—yet we find pleasure in submitting, on pages 63, 64, 65, 66 and 67 a fair sample of the many favorable reports we have received from customers who are using these standard devices. We could multiply these reports by the hundreds, or by the thousand, if it were necessary.

ON YOUR PART, READER, please study carefully the illustrations and detailed description herewith **and use your own good judgment** about the value of our Challenge Adaptable Brooding Hover, as compared with other articles of the kind on the market, and your special attention is directed to the economical and satisfactory method of brooding chicks by



CYPHERS COMPANY ADAPTABLE HOVER.
(Quartering View.)

Each separate hover bears the official insurance label.

Fig. 2.—(From photograph.) 1, Heater compartment; 2, Inlet to fresh-air chamber; 3, Fresh-air flue leading from forced draft chamber of double-dome heater to space underneath hover; 4, Asbestos-lined metal hover; 5, Air inlet to lamp chamber, consisting of slide with one-inch hole for winter use and two and one-half inch opening back of slide for indoor use; 6, Cell-board asbestos, metal-covered backing to which heater compartment is bolted and which, in use, is bolted to brooder case or other wooden structure; 7, Rectangular metallic flange that spaces direct heat pipe; 8, Encloses direct heat flue leading from lamp to radiator; 9, Waste-heat and fume pipe; 10, Insulating collar that spaces waste-heat pipe from case of brooder; 11, T-wind-break and fume exit.

CYPHERS COMPANY'S ADAPTABLE BROODING HOVER

the use of the Cyphers Company Adaptable Hover, as originated by R. P. Ellis, proprietor of the Aurora Leghorn Farm, Brooklyn, N. Y.—a plan that we recommend for minimum investment *per chick capacity*. See pages 68 and 69.

DESCRIPTION IN DETAIL OF CYPHERS COMPANY STANDARD ADAPTABLE HOVER

Fig. 1 on page 49 is a view of the Cyphers Fire-Proof Standard Adaptable Hover and Brooder Heater put together ready for use. The device when unboxed will be found to consist of five separate parts (not including regulator arm, regulator disc and thermometer), as follows: Heater compartment, hover, two sections of waste-heat pipe and T-fume pipe and wind-break. ***These parts can be put together by operator for use in less than 'thirty seconds' time.*** Heat drum or radiator is shipped securely bolted in place, and thermostat is attached and tested before device leaves factory. Hover complete, safely boxed for shipment, weighs 40 pounds.

The heater compartment (1, Fig. 2, page 50) is made

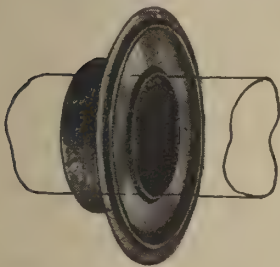


Fig. 3.—View of Insulating Collar that spaces waste-heat pipe from woodwork of brooder or other structure.

of heavy galvanized iron, ***double seamed and riveted throughout.*** The interior of this compartment is divided by a fire-tight partition into two chambers, the lower or lamp chamber and an upper one in which the double heat dome, having an air-spaced asbestos jacket, is located and from which chamber ***warm,***

fresh air entering through the opening (2) is drawn upward by forced draft between the walls of the double heat dome and is discharged through the fresh-air flue (3) ***underneath the hover*** (4). Oxygen is admitted to the lamp chamber through two wire screened openings located in the side walls of the lamp chamber at points below the deflector plate and opposite the lamp bowl, where a direct draft from the outside ***cannot strike the oil flame.*** One of these inlets is shown (5) in Fig. 2. This inlet consists of a slide with a one-inch hole for winter use and a two and one-half inch opening back of the slide for indoor use. The larger opening is screened with fine mesh brass wire cloth through which flame or sparks cannot pass.

The heater and heater compartment are ***"made entirely of non-combustible material,"*** as required by the Rules of the Fire Underwriters, and the entire structure is so designed ***"that fire therein or in pipes connected thereto cannot communicate to combustible material outside the***



Fig. 4.—Complete Regulating Device used on Cyphers Company's Adaptable Hover and Standard Oil-Heated Brooders, all Sizes. Same thermostat is used in Standard Cyphers Incubators. No. 1, Zinc and steel double-action thermostat; 2, Seat of knife-edge bearing; 3, Regulator arm; 4, Counterpoise weight; 5, Regulator disc; 6, Adjustment nut.

same." The heater compartment is bolted securely to a metal-protected backing (6, Fig. 2) consisting of cell-board asbestos that is covered on the heater side with galvanized iron, which backing, when device is in use, is bolted to the brooder case or side of poultry house. The lamp chamber has a rear wall of extra thick galvanized iron where it rests against the metal-covered, heat-resisting backing, and the front or door side of this chamber is also double, allowing the gravity (or self-closing) door to slide upward ***between the double walls,*** making it impossible for fire to issue therefrom or for the weather to beat into the lamp chamber at this point.

Fig. 2-7 shows the form of rectangular flange that spaces the direct heat pipe and fresh-air flue (3) from the woodwork of brooder case or other structure. The direct heat pipe is on the interior of this fresh-air flue (see page 48, illustration No. 1) and the outer flue is wrapped with asbestos. A one-half inch space exists around the direct heat pipe, between it and the fresh-air flue, thus allowing free passage for moderately warmed air which itself serves as insulation around the direct heat pipe where this pipe passes through the brooder case. In Fig. 2 is also shown the metal collar (10) which spaces the waste-heat pipe (9, 9) a distance of one-half inch from the woodwork at points where pipe emerges from brooder case or wall of poultry house or colony coop and connects with T-wind-break and fume exit (11). For enlarged view of collar, see Fig. 3.

The above described construction, combined with that further illustrated and described on page 48, is such, as proved by repeated tests, that fire or sparks from the lamp, from the heater compartment or from pipes connected thereto "cannot communicate to combustible material

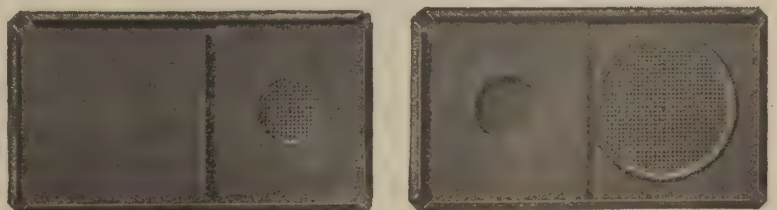


Fig. 5.—Shows open and closed views of Fresh-Air Inlet to lamp chamber in heater compartment of Standard Adaptable Hover. Ventilating slide at left is closed in winter time out of doors, and is opened part way or wholly (see illustration at right) during warm weather or when device is used indoors.

outside of heater." This construction complies strictly **and in all details** with the "Rules and Requirements" of the National Board of Fire Underwriters, **otherwise it could not bear the inspection label.**

Fig. 5 presents views of double opening, **fire-protected fresh-air inlet** to lamp chamber through which oxygen is supplied to lamp flame. Back of the slide (Fig. 5) in side wall of the lamp chamber, near bottom of chamber and below the metal deflector and guide-plate, is located an opening two and one-half inches in diameter, which is covered with fine-mesh brass wire screen through **which flame or sparks cannot pass.** The inch hole is for use outdoors in cold weather, and the two and one-half inch opening is for use indoors where the movement of air is more sluggish. By drawing slide to one side, the amount of fresh air admitted to lamp chamber can be varied from the one-inch hole in slide to the two and one-half inch opening in wall back of slide.

Fig. 8 shows forms of **malleable iron castings** and stamped collar used in securing **smoke and fume-proof joints** and connections at all danger points in the construction of Fire-Proof Adaptable Hover. Rule 2 of the Fire Insurance Underwriters' "Requirements" specifies that "no part of the heater or heater compartment **shall rely upon solder as a fastening.**" By use of castings and stamped collars **this rule was complied with** at points where double seaming and riveting were either impractical or inadequate, and by this means a substantial construction, as well as fire-proof device, was secured.

Fig. 7 shows a sectional view of what is called a bayonet-catch connection, **which locks together securely** the two sections of waste-heat pipe (A, page 48) and assists in preventing the hover part of the complete structure from jarring or working out

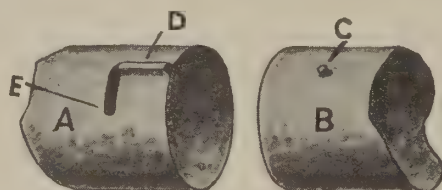


Fig. 7.—Shows Bayonet-Catch Connection which locks together the two sections of waste-heat pipe (40, page 48) and assists in preventing separation of hover parts from heater compartment by jarring of brooder case. To lock the pipes, section (b) is inserted into section (a), the catch (c) entering slot (d) and then sliding to point (e).



Fig. 8.—Metal Castings and Stamped Collar used in obtaining fire and spark-proof joints and connections in Standard Adaptable Hover. Center view—Heavy casting by which heater is securely fastened to metal-covered backing of heater compartment. Left view—Casting which receives direct heat pipe where pipe enters heat drum or radiator under hover. Right view—Stamped, one-piece collar by which direct heat pipe is securely riveted to inner flue of double heat dome.

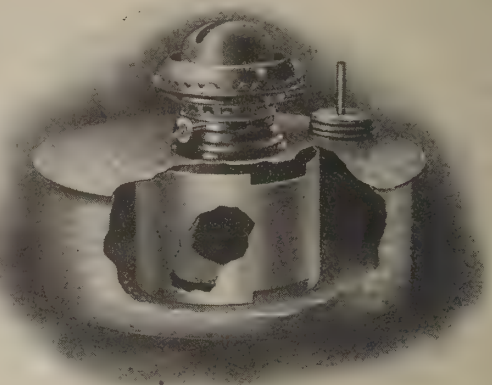


Fig. 6.—Seamless-Bottom Brooder Lamp required to be used if brooder is to be approved and bear the "Inspected Brooder" label. Note interior brace which prevents "bellows action" and prevents spilling of oil in handling lamp bowl; also note guide ring on the burner. Same high grade lamp complete that is used for heating Standard Cyphers Incubators.

of its proper position, relative to location of the heater compartment and direct heat pipe. For the same purpose one of the metal legs which supports the hover is turned outward at the bottom and a screw hole is located in the bent piece or foot. By this means the hover, when in position, is locked by the bayonet-catch, which holds the top of the hover in place, and the screw prevents the metal legs of the hover from jarring away from the heater end or side of the brooder case.

Fig. 6 shows to advantage the form of **seamless-bottom lamp bowl**, also the interior brace called for by the "Rules and Requirements" and the brass guide ring on the burner. **This is the same lamp exactly that we use for operating Standard Cyphers Incubators** and without doubt is the strongest and most satisfactory lamp manufactured to date for the purpose of heating incubators and brooders.

Fig. 10 shows metal hover with curtain (1) and part of hover rim (2) cut away, exposing the **unobstructed space underneath the hover for free use of the chicks**; also position of the heat drum or radiator (3, 3) and zinc and steel thermostat (4) that operates regulator (5). The hover is made of galvanized iron, with a five-inch rim extending downward on all sides and **confining the heat to this level.** The under side of hover and inner surface of rim are **lined with asbestos** to prevent excessive radiation. Hover has an opening (6) through its center which is covered by the regulator disc (7), also a small opening (8) to receive the upright thermometer (9). Hover is supported on three metal legs, and space

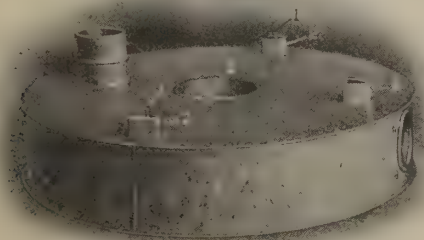
underneath hover is enclosed by a **double-fold, woolen felt curtain** that is slit at convenient points to allow chicks to pass in and out.

REMOVABLE AND CLEANABLE HEAT DRUM

Fig. 9 shows circular heat drum or radiator. Drum is held in position under hover by means of screw bolts (1, 1) **and is removable for cleaning**. Triangular pieces of metal (2, 2, 2) are employed to separate the top of drum one-half inch from asbestos lining on under side of hover, thus leaving space for circulation of heated air **above and around drum**. A three-inch circular flue (3) is located in center of drum for passage of air **upward from beneath drum**, thence outwardly toward sides of hover space, thus **distributing and equalizing the heated air**. In the bottom of the heat drum (see B, page 48,) near edge of drum and at a point farthest from the inlet to the direct heat pipe, is located an air-tight filler cap opening, one and one-half inches in diameter, **for use of the operator in cleaning interior of drum** when gummy soot forms from ordinary burning of oil, or should lamp smoke by accident. Washing soda in water will cut and remove the gummy soot, and liquid can be drained out through filler cap opening. Should soot form in heater, it can be swabbed out by use of stiff wire and a piece of cloth inserted in filler cap hole, also through direct heat flue entrance.

VENTILATION IS AUTOMATIC

Fig. 11 is a sectional view showing how interior of hover is ventilated **automatically by forced draft**, and without possibility of lamp blowing out if door is open to brooder or poultry house in which Adaptable Hover is used. There **is no direct connection** between the interior of the brooder case or other enclosure and the **lamp chamber** of this device,



REMOVABLE AND CLEANABLE HEAT DRUM OR RADIATOR USED IN CYPHERS STANDARD ADAPTABLE HOVER.

Fig. 9.—Radiator is located one-half inch below asbestos-lined under surface of metal hover and immediately above backs of the chicks. 1, 1, Show screw bolts which hold radiator in top of hover. 2, 2, 2, are triangular pieces of metal which space radiator one-half inch from under surface of hover top. 3 is circular tube or flue in center of radiator through which air circulates to equalize the temperature underneath hover. Radiator is readily removable from its position underneath hover and can be washed out or swabbed when oily gum or soot collects on interior and interferes with maximum radiation.

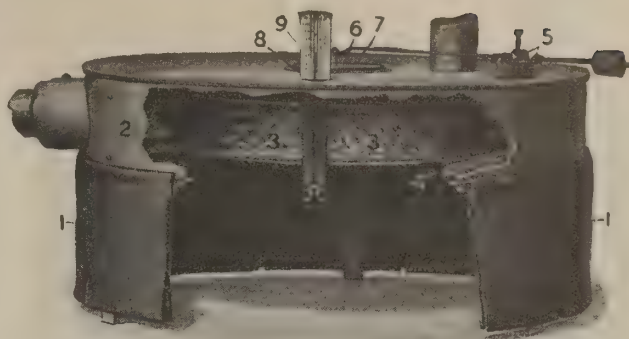


Fig. 10.—View of Hover Section of Cyphers Fire-Proof Brooder Heating Device with part of hover, hover rim and hover curtain cut away, showing unobstructed space under hover for free use of chicks. This construction does away with central heat dome and chick guard, thus giving chicks more room and avoiding crowding against any stationary object.

therefore an open door has no effect on the lamp flame. This same condition is true if the door to the lamp chamber is open. In other words, there is no passageway for air from any point underneath of or outside the hover leading back through the device into the lamp chamber, the result being that this Adaptable Hover, with fire-proof heater attached, might be placed out of doors **without a brooder case around it**, and a back draft underneath or around the hover could not blow out the flame.

Fig. 12 shows front view of **fire-proof heater compartment** of Adaptable Hover with sliding door pushed up between double walls, also lamp in place and metal deflector and guide-plate which protects lamp bowl from radiated heat and holds lamp burner in proper alignment with chimney and heat dome; **also mirror attachment used by operator in viewing lamp flame without opening door to chamber, and in noting height of flame of lamp when adjusting same**. Backing extends one inch below bottom of lamp chamber, therefore bottom of chamber is that distance **above floor of room** at all times when device is in use.

The construction shown in Fig. 12 is such that it complies with the insurance "Rules and Requirements" which provide that the lamp support "shall be so designed as to permit of the lamp being readily removed and replaced by the operator without spilling of oil," also that the lamp shall be so supported "that oil cannot drip from the lamp" to the floor of the room in which the brooder is operated, and so that fire from the lamp **cannot "communicate therefrom to the floor of the room in which the brooder is operated."** The lamp is inserted and removed from the heater compartment of this device **practically on a level**, and without danger of spilling oil; the bottom joints of the lamp chamber are double seamed and oil tight; the self-closing door is flame-proof, and all inlets and outlets to this chamber are covered securely with fine mesh brass fire-screen that will prevent the issuance of flame or sparks should the lamp by any mischance get in trouble.

CYPHERS COMPANY'S ADAPTABLE BROODING HOVER

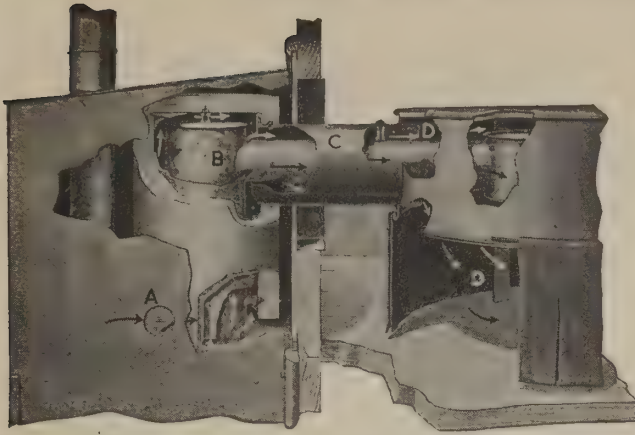


Fig. 11.—Sectional view which shows how warmed, fresh outside air is conducted to space underneath hover by forced draft blowing out if door is open to brooder case or poultry house in which Adaptable Hover is used. There is no passageway for air from interior of brooder case or poultry house to the lamp chamber. As will be noted by the arrows, the outer fresh air enters lamp box through the screened opening (a) and passes into space (b) between walls of double heat-dome, thence through space (c) and underneath the hover (d).

OTHER IMPORTANT DETAILS

Still other details of construction were required by the Underwriters' Laboratories (Inc.) before they granted labels for use on brooders of this company's manufacture. The first paragraph in the booklet of "Rules and Requirements," as adopted by the National Board of Fire Underwriters for the construction of incubators and brooders, consists of a note which reads as follows:—

"NOTE—The portion of these rules relating to design and construction are but a partial outline of requirements. A device which fulfills the conditions of these requirements and no more will not necessarily be acceptable. All such appliances should be submitted for examination and test before being introduced for use."

In the construction of the Cyphers Company Fire-Proof Brooder Heater and Standard Adaptable Hover several of these other details were: Extra weight of metal in heater compartment; fineness of

brass fire-screen adopted; size and strength of bolts used; character of every seam, every joint and every pipe connection; distance of bottom of lamp chamber from floor of room in which brooder is to be operated, etc.; but it would seem that *enough has been stated* in this direction to convince the interested reader that the fire insurance engineers "*meant business*" when they framed the Rules adopted by the National Board, and that they "*attended to business*" when enforcing the Requirements.

CHEAPLY-BUILT, DEFECTIVE BROODERS CAUSE HEAVY FIRE LOSSES

CHEAP AND WRONGLY-CONSTRUCTED BROODERS have caused the loss of many thousands of valuable chicks, also of property of still greater value. That was precisely why the representatives of the Associated Standard Fire Insurance Companies of the United States and Canada adopted rigid rules governing the construction of devices of this kind that the companies are willing to insure. Their interests and those of the owners of valuable property *are clearly identical* and users of poultry brooders should *take full advantage* of the highly important work the insurance engineers have performed.

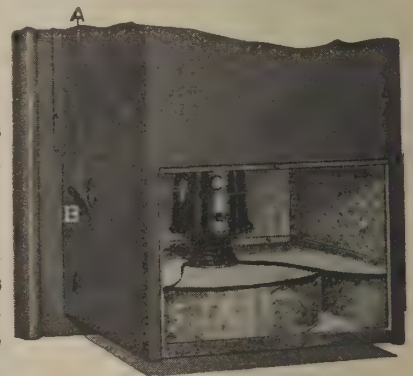


Fig. 12.—Illustrates convenient use of Mirror Attachment in viewing lamp flame in fire-proof heater compartment without opening door to lamp chamber; also in adjusting height of flame without operator having to get down on knees. Looking downward from point (a) to mirror (b) the flame can easily be seen reflected on mirror from opening (c) in chimney.

Fire-Proofed and Insurable Incubators and Brooders cost more than the cheaply and flimsily built kinds, but they are safe to use—anywhere, any time!



Photographic view showing method of using Adaptable Hovers in Colony Houses on Babcock Poultry Farm.

PLANNING TO SHIP OVER 50,000 CHICKS

Fredonia, N. Y., August 6, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Your Adaptable Hover is *just the thing for Colony House work*. The chicks can be brooded in it as little fellows, *then left in the Colony House until the time comes to separate the cockerels and pullets*.

Five years ago we started in the poultry business with one Cyphers Incubator and two of your Brooders. *The past season we shipped over 20,000 baby chicks*. We have now more than doubled our incubator capacity and expect to ship over 50,000 baby chicks for the season of 1910-1911. *We feel that our rapid rise and success in the poultry business has been largely due to the Cyphers Company equipment that we have used first to last*.

Yours very truly,

BABCOCK POULTRY FARM,

Frederick M. Babcock, Proprietor.

R. J. Hughes, Houston, Texas.—"I bought *three of your Adaptable Hovers* last season and they are the *finest brooding device I ever tried*. Have used Cyphers Incubators for the *last nine years* and have never seen better hatchers."—August 10, 1910.

Frank G. Keignier, Walnut, Ill.—"I am using *several of your Adaptable Hovers* and like them *very much*. They are economical, easy to clean and the *chicks grow fine in them*."—August 6, 1910.

CYPHERS STYLE A OUTDOOR BROODER

(Known as Storm King Previous to 1909)

FIRE-PROOFED—INSURABLE

SPECIAL ATTENTION is called to the substantial wooden cases of the Cyphers Company Outdoor Brooders. They are built on the *colony house plan* and each size can be used to advantage as a colony roosting coop. The Adaptable Hover that is *used complete* in every Cyphers Oil-Heated Brooder is *readily removable*, leaving the entire interior of the case for use of the growing chicks.

Heavier and better materials are used in these brooder cases than in lower priced goods. Each one is built throughout of inch-thick dressed white pine lumber, *including the floor*. Every case is built in panels, and all joints are substantially made. When set up the roof is held in position with screw hooks and screw eyes that are located on the interior away from the weather. There are *but six "pieces"* to a two-apartment Cyphers Style A Brooder—the roof, floor and four sides, and *only seven pieces* to the cases of the Style B and Style C three-apartment types—the roof, floor, four sides and the *removable partition* between the hover and exercising apartments. Each case is so constructed that it can be shipped knock-down in compact form, *thus obtaining low freight rates*. The Fire-Proof Heater and Adaptable Hover are securely boxed in a separate package, thus avoiding danger of damaged parts by rough handling in shipment.

THE CYPHERS STYLE A OUTDOOR BROODER (see Figs. 13, 14 and 17) is recommended for use of poultry raisers who feel that they do not wish to invest in the larger sized and higher priced three-apartment outdoor brooders. The Style A is equipped with the Cyphers Fire-Proof Standard

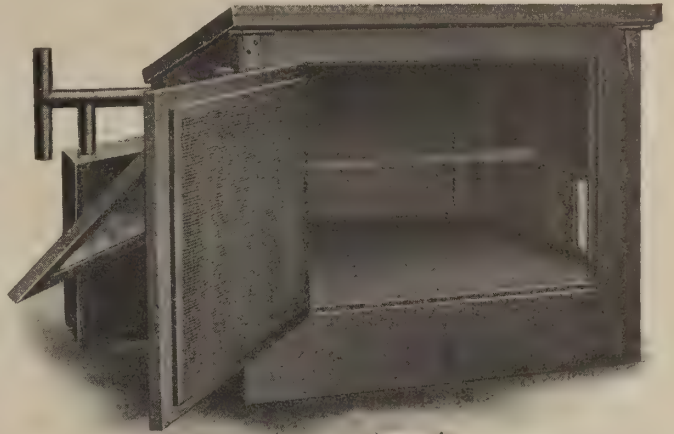


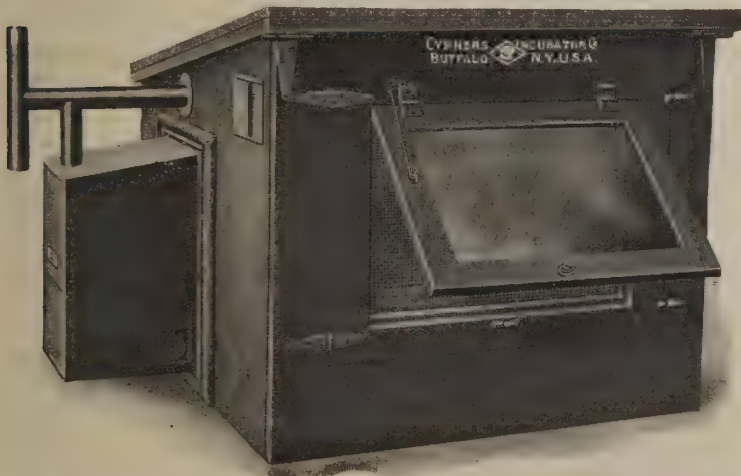
Fig. 14.—Shows Cyphers Style A Outdoor Brooder with hover removed and roost pole in place for use of Brooder case as a Colony Roosting Coop. Has double door with wire mesh protection for night ventilation.

Adaptable Hover and Brooder Heater and bears the Fire Underwriters' "Inspected Brooder" label. It employs top-heat exclusively, thus giving the chicks free use of all space underneath the hover. *It is self-ventilating and self-regulating.*

On page 51, Fig. 4, we illustrate the thermostat and all other parts of *complete regulating device* used on Cyphers Standard Oil-Heated Brooders, all sizes. This thermostat is the same that is used in Standard Cyphers Incubators *and is reliable in action*. Regulating device, complete, is attached to and sold with the Adaptable Hover *as a separate article*, and this hover is used in every Cyphers Oil-Heated Brooder, including the indoor type; therefore, the Adaptable Hover itself and the full line of Cyphers Oil-Heated Brooders are self-regulating.

PARTICULAR ATTENTION is called to Fig. 15 which shows the form of double-frame door used for the hover apartment of the Style A Cyphers Outdoor Brooder and for the exercising apartment of the Style B and Style C Three-Apartment Outdoor Brooders and Combination Colony Roosting Coops. The inner door, containing the 12 x 18-inch glass panel, *opens upward* for ventilating purposes, and is held in position by a heavy wire hook. The length of this hook is such that it holds the glass-panel door at the right slant to prevent rain from beating into the brooder. To the inside of the outer frame, *i. e.*, to the 26 x 19-inch door frame *that opens to the left*, wire-mesh screen is fastened securely. It is galvanized instead of being painted, hence will not corrode for several years.

BY THE USE OF THESE DOUBLE-FRAME DOORS we secure several



CYPHERS STYLE A OUTDOOR BROODER.

(Known as Storm King previous to 1909.)

Fire-Proofed.—Insurable.

Fig. 13.—Two-Apartment, Combination Outdoor Brooder and Colony Roosting Coop. Self-ventilating and self-regulating. Built throughout of seven-eighths inch thick lumber, including the floor. Has double door for convenient cleaning and summer ventilation. Large, single-pane, 12x18-inch window with substantial frame. Is equipped with Cyphers Fire-Proof Standard Adaptable Hover and Brooder Heater and bears the "Inspected Brooder" label of the Underwriters' Laboratories (Inc.).

CYPHERS STYLE A OUTDOOR BROODER

advantages, including the following: A large door *opening to one side*, out of the way for cleaning purposes; a door, the sill of which is on a level with the floor of the exercising room, which facilitates cleaning; a convenient means for obtaining *ample ventilation*, while at the same time preventing cats, rats and other enemies of chicks from gaining access to the brooder, and a protection against rain beating in when the inner door is hooked open for purposes of ventilation.

EXPERIENCED OPERATORS will note with approval that no top light, through glass placed in the roof, is supplied to the interior of Cyphers Outdoor Brooders. Top light, through glass that admits the direct rays of the sun, *is a common cause of overheated chicks*, resulting in losses from bowel trouble.

An inspection of the numerous illustrations herewith (see following pages also) will demonstrate the ease with which all styles of Cyphers Outdoor Brooders *can be thoroughly cleaned*.

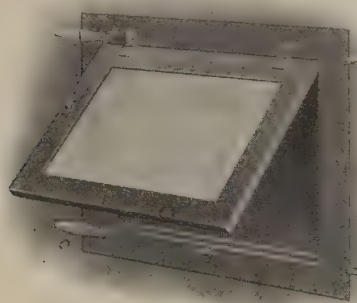


Fig. 15.—Shows convenient form of Double Door used for hover apartment of Style A Cyphers Outdoor Brooder and for exercising apartment of the Style B and Style C Three-Apartment Outdoor Brooders and Combination Colony Roosting Coops. Cleats are used in place of rabbeting, thus avoiding weakness in window and door frames.

the Fire Underwriters' "Inspected Brooder" label; therefore, buildings in which or near which they are operated are *insurable*.

Dimensions: Floor space, 32 x 32 inches; height, 32 inches in front, 24 inches at rear. Capacity (normal), seventy-five newly-hatched chicks; hover

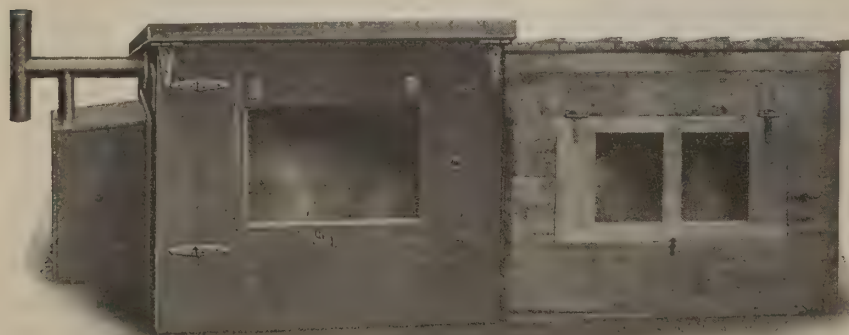


Fig. 16.—Shows Home-Made Exercising Apartment used in combination with Cyphers Style A Outdoor Brooder. This apartment, consisting of a packing case cut on a slant, with roof, floor and window added, costs a few cents less than one dollar, labor not counted.

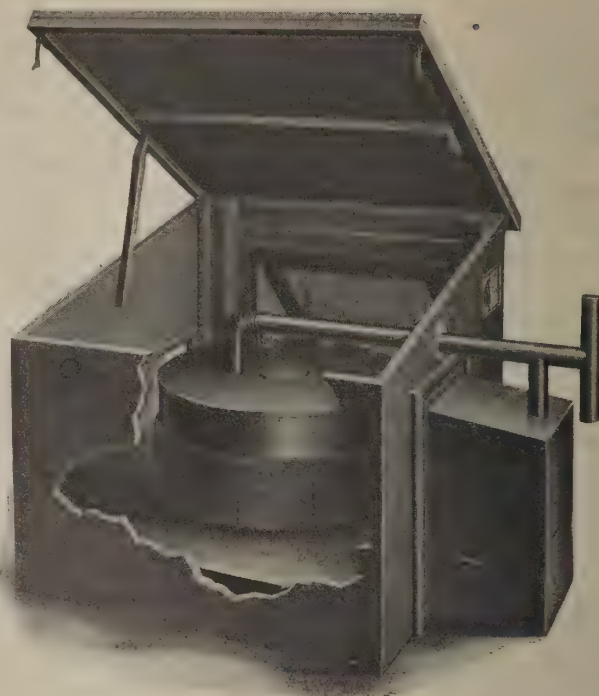


Fig. 17.—Rear view of Cyphers Style A Outdoor Brooder with part of rear wall cut away, showing location of hover. Cover is raised for cleaning purposes. Note position of Fire-proof Heater Compartment, mirror attachment, etc.

space for twice that number. *For price* of Cyphers Style A Fire-Proofed Insurable Brooder, see page 73.

HOME-MADE EXERCISING APARTMENT

Cyphers Company Customers who buy the Style A *Two-Apartment* Brooder (above described and formerly known as the Storm King) are advised to construct a home-made exercising apartment for use of the chicks *during inclement weather*. An exercising apartment is of great value when chicks have to be kept confined in an outdoor brooder several days at a time, *unless* the brooder itself *can be moved indoors* without too great inconvenience, in which case the room or enclosure in which the brooder is located will furnish exercising space for the chicks. See Fig. 16 for illustration (from photograph) of *home-made, well-lighted exercising apartment*,

built out of a goods box or packing case, at a *cost of less than one dollar*, not including labor. For a suitable window, buy a stock-size single or double-pane ordinary cellar window sash, *hinge it at the top*, and have the bottom rail three or four inches above the surface of the floor. This brooder will then be of the same type as the Cyphers Style B and Style C, as illustrated and described on the following pages:—*By long odds the best type of outdoor brooders thus far invented for use in different climates and during severe weather.*

CYPHERS STYLE B OUTDOOR BROODER

(Known as Style A previous to 1909)

FIRE-PROOFED—INSURABLE.

*Most Popular "Foster Mother" Made and Sold in any Country at Any Price.
Tens of Thousands in Use, and They are Giving Universal Satisfaction.*

THIS BROODER possesses all the valuable features found in the Style A two-apartment brooder **and is twice as large.** It is equipped with the Standard Cyphers Fire-Proof Adaptable Hover complete and bears the Fire Underwriters' "Inspected Brooder" label.

Cyphers Style B Outdoor Brooder is a **three-apartment** brooder, and for this reason is strongly recommended by us to all poultry raisers as the **best product of our fifteen years' experience** in outdoor brooder construction. Remember, it is not a question of price—**it is a question of raising the chicks!** This brooder will do it where all others fail. It is durably built, **automatic in action** and with proper care will last ten years or more.

THREE APARTMENTS:—The apartment under the hover is the warmest at all times when brooder is in operation; the apartment in which the hover is located is next warmest; then there is the cool exercising room, with **large glass window and double door**, in which the chicks obtain the necessary exercise during stormy weather and **become gradually hardened** before they are allowed freedom out of doors during the cold days of early spring.

Fig. 18 shows the Cyphers Style B Outdoor Brooder complete, with both large doors **closed for the night** or on account of stormy weather. Note the substantial construction of this brooder, its convenient shape and the large, single-pane windows which insure plenty of light for the chicks and healthful conditions.

This brooder is practically automatic in operation. It is both self-ventilating and self-regulating and **takes care of itself**, day or night, like a Standard Cyphers Incubator. The chicks entrusted to it require attention **only three times daily**—at feeding times. **Its use saves time, saves labor and saves the lives of the chicks.**

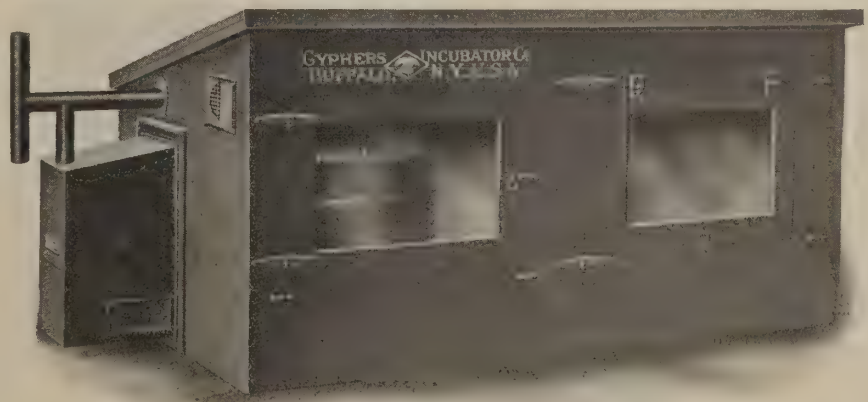
The operator of this brooder does not have to run to it every hour—or oftener; does not have to nurse it like a sick child; does not have to pen the chicks up in a corner or small space every stormy day; does not have to "put the chicks to bed and tuck them in" every night or when the weather turns cool. **If you value your time, your chicks and your peace of mind**, buy and operate an outdoor brooder worthy of the name, not some make-shift affair simply because it is cheap. If you cannot raise

the chicks, you cannot succeed in your poultry work! It is of no use to hatch chickens unless they can be **safely and profitably raised** to market age or to maturity. In planning your poultry enterprise, this brooding question is of **vital importance.** Better stick to hens than buy and use a cheap and worthless incubator. And **it means a double loss** to entrust little chickens to a flimsily-built, wrongly-constructed, death-trap brooder.

Fig. 20 shows the Cyphers Style B Brooder in use, with the smaller door of the exercising apartment part way open. This door is held in position by a wire hook, and **protects the interior of the brooder from rain.** Back of this door may be seen the heavy wire screen that protects the interior of the brooder from cats and other animals that prey on chicks. Practical poultrymen will at once appreciate the value of this feature.

In this illustration showing the exterior view of the Cyphers Style B Outdoor Brooder we again call special attention to the large single-pane window lights, also to the substantial window and door frames. This brooder is well lighted, durably built, and symmetrical in appearance. **The floor is in one piece**, and the floors of the hover and exercising apartment are on the same level, **avoiding the use of steps** or inclined runways for the chicks to climb. All of these valuable features combine to make this the most popular type of brooder in use at the present time. They add somewhat to the cost of construction, **but they save the chicks**—and that is what counts!

Fig. 15 shows the convenient form of double door of the exercising apartment of the Style B and Style C Cyphers Outdoor Brooders and of the hover apartment of the Style A type. This form of double



CYPHERS STYLE B OUTDOOR BROODER.

Most Popular Brooder In Use.

Fire-Proofed.—Insurable.

Fig. 18.—Shows Brooder closed for the night and on stormy days. Is both self-ventilating and self-regulating. Takes care of itself like a Standard Cyphers Incubator. Chicks need attention only three times daily. Keeps chicks safe and healthy. Saves time, labor and money.

CYPHERS STYLE B OUTDOOR BROODER

door—wire protected—has never been excelled in outdoor brooder construction. It is highly valuable, both for ventilation and as a protection to the chicks.

AN EXCLUSIVE FEATURE in the Cyphers Style B and Style C Outdoor Brooders is illustrated in Fig. 19. We refer to the unique construction of the chick doors in the partition which separates the hover and exercising apartments. An opening or chick door is located at either end of the partition, close to the floor, which leaves the center board in place on a line *between the outdoor chick exit* and the space underneath the hover, thus furnishing a wind-break to protect the chicks under the hover. This construction also does away with *four corners* in these brooders, thereby practically eliminating the danger of small chicks *losing their way to the hover*. Each of these chick openings is covered with a slitted felt curtain, and the double wooden door is closeable at night or at any time it is desired to confine the chicks in the hover apartment for greater warmth, or to the exercising apartment while the hover apartment is being cleaned and aired.

Fig. 23 shows a valuable feature to be found on all styles of Cyphers Outdoor Brooders, consisting of a metal door with grooved metal slides for closing the chick exit in a water tight manner. See illustration. This metal door will not swell, split or stick. Engaging the turned metal runways and jam in the way that it does, it keeps out rain, snow and wind.

The fronts, ends, backs and tops of all Standard Cyphers Brooders *are built in panels*, like well-constructed incubators. In place of being cheaply thrown together and fastened with cleats, these panels are built of selected, tongued and grooved pieces, tenoned and mortised at the ends and securely glued and nailed together, making air-tight joints, thus confining the heat and excluding the cold.

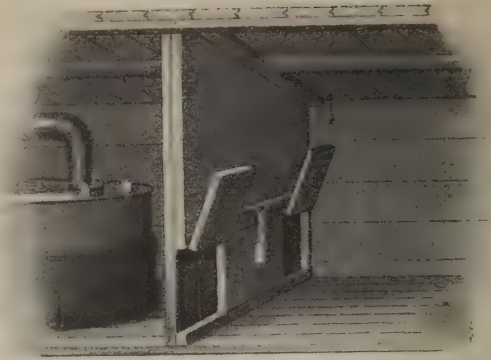


Fig. 19.—Shows chick doors in partition between hover and exercising apartments in Cyphers Style B and Style C Outdoor Brooders. Form of construction avoids four corners. Doors are hung with slitted felt curtains, and center board protects space underneath hover from direct draft through outdoor chick exit. Double wooden door is closeable at night or during extra cold weather.

Fig. 22 shows the Cyphers Style B Outdoor Brooder with the Adaptable Hover (or hover part) and the apartment partition removed, with roost pole in position for use of this substantial and roomy structure as a colony roosting coop. The chicks brooded in this combination brooder and roosting coop can thus be kept in the same enclosure from the day they are first placed there until they are ready for market or to be separated as to sex.

Customers who buy these brooders, instead of relying on home-made brooders, not only get the benefit of our long experience, but get *brooders that are complete in fact*, not hit-or-miss affairs that are liable to be defective in *some essential point*. Please remember that every feature in the design and construction of these standard brooders *is really important!* We know this to be true—and so do our thousands of customers. Our sincere advice is: *buy the right kind of brooders at the start*. Do not waste time, labor and money killing chicks in cheap, worthless makes. Use the best from the first, and our word for it *you will save the difference in cost within six months' time!* The main reason why many people who "try their hand" at poultry raising do not meet with better success is because they invest in poor tools to work with in hopes of saving money. *Do not make this common mistake!*

Dimensions of Cyphers Style B Three-Apartment Colony Brooder: Floor space, 32 x 62 inches; height, 32 inches in front, 24 inches at rear. Capacity (normal), one hundred newly-hatched chicks; can accommodate one hundred and fifty chicks. Shipped knock-down.

For Price of Cyphers Style B Outdoor Brooder and Colony Coop, see page 73.



CYPHERS STYLE B OUTDOOR BROODER.
(Formerly known as Style A.)
Fire-Proofed—Insurable.

Fig. 20.—Three-Apartment, Combination Outdoor Brooder and Colony Roosting Coop. Self-ventilating and self-regulating. Built throughout of seven-eighths inch thick lumber. Floors of hover and exercising apartments on same level. Large, single-pane, 12 x 18 inch windows with substantial frames. Double doors to exercising apartment for ready cleaning, and wire-protected for summer ventilation. Is equipped with Cyphers Fire-Proof Standard Adaptable Hover and Brooder Heater and bears "Inspected Brooder" label of the Underwriters' Laboratories (Inc.).

CYPHERS STYLE C OUTDOOR BROODER

Has Double-Insulated Hover Apartment

FIRE-PROOFED—INSURABLE

THIS SELF-VENTILATING AND SELF-REGULATING, Three-Apartment Outdoor Colony Brooder has all the good points of the two brooders hereinbefore described, and one more—it is *built extra warm for use in northern latitudes and during severe cold weather.* The hover apartment is *double walled* with a *dead-air space* between the walls; the roof has *double insulation* and the hover apartment window is fitted with *double glass* with an air space between. This brooder is of the same dimensions as the Standard Style B, and is recommended for use in the more northern States and in Canada during the wintry weather of February and March by poultry keepers who wish to entrust *extra valuable chicks* to the care of an individual outdoor brooder. *Expense has not been spared on this brooder in building it to meet the demands of a comparatively small but important class of trade.*

Fig. 21 shows an excellent view of the Cyphers Style C Colony Outdoor Brooder, with door to hover apartment open, showing Standard Adaptable Hover in position and door of exercising apartment ajar, with smaller door hooked up for summer ventilation, exposing interior of apartment and showing *weather-proof metal door to chick exit.* Below lower rail of hover apartment is a removable wooden strip which enables the attendant to clean this apart-

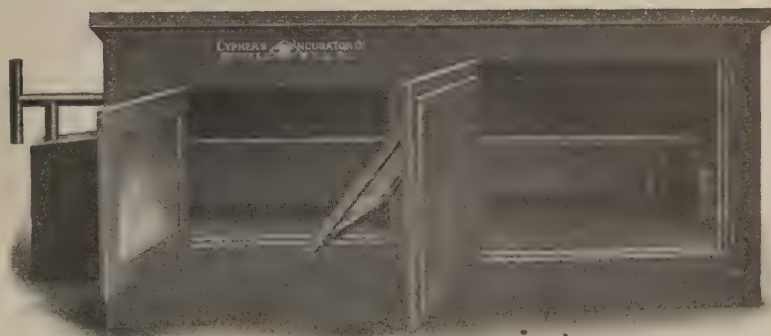


Fig. 22.—Shows Cyphers Style B (also Style C) Outdoor Brooder with Adaptable Hover and apartment partition removed for use of brooder case as a Colony Roosting Coop. Note roomy interior and heavily screened double door for night ventilation.

ment with ease. When this strip is removed the floor to both apartments is on a level with the door sill; hence litter, etc., can be scraped out without obstruction. This same advantage will be found in the Style B Outdoor Brooder.

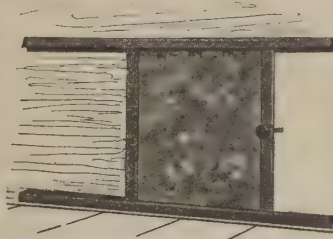
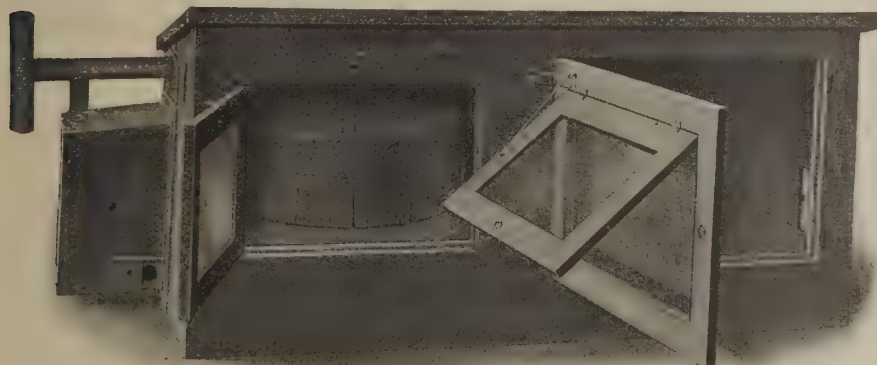


Fig. 23.—View of Chick Exit to Cyphers Indoor and Outdoor Brooders, all styles, showing storm-proof and water-tight construction. Metal sliding door is used that does not swell with moisture. Metal door sill is water-tight.

hover and exercising apartments are on a level and *there are no steps or inclines for the chicks to run up and down.* By locating the floors of the two apartments on a level the heat in the two apartments *equalizes to better advantage*, and the exercising room is several degrees warmer in this type than was the case in the older styles of outdoor brooders in which the floor of the exercising apartment was a number of inches below that of the hover apartment.

Fig. 22 shows the Cyphers Style C Combination Outdoor Brooder and Colony House with the Adaptable Hover and the partition between the two apartments both removed and a roost pole located in a convenient position for the use of growing chicks. By removing the hover



CYPHERS STYLE C OUTDOOR BROODER.

Fire-Proofed, Insurable, Self-Ventilating and Self-Regulating.

Fig. 21.—Same in all respects as the popular Style B Brooder (known as Style A previous to 1909) except that hover apartment has double walls with air-tight space between, and window to hover apartment has double glass with air space between. Recommended for special use in more northern latitudes and very early in season for extra valuable chicks. Is equipped with Cyphers Fire-Proof Brooder Heater and Standard Adaptable Hover and bears "Inspected Brooder" label of the Underwriters' Laboratories (Inc.).

CYPHERS STYLE C OUTDOOR BROODER

and partition the chicks in the Cyphers Style B and Style C Outdoor Brooders have a roosting space 32 x 62 inches in size. When either of these brooders is used as a roosting coop the smaller door to the exercising apartment is **raised and hooked in place**, thus giving ample ventilation, while at the same time the heavy wire mesh that is fastened to the inner side of the larger door protects the chicks at night.

The Cyphers Style C Brooder is equipped with the **Cyphers Fire-Proof Heater and Standard Adaptable Hover**, and therefore is **insurable**, each brooder bearing the "Inspected Brooder" label of the Underwriters' Laboratories (Inc.).

Dimensions: Floor space, 32 x 62 inches; height, 32 inches in front, 24 inches at rear. Capacity (normal), one hundred newly-hatched chicks; can accom-

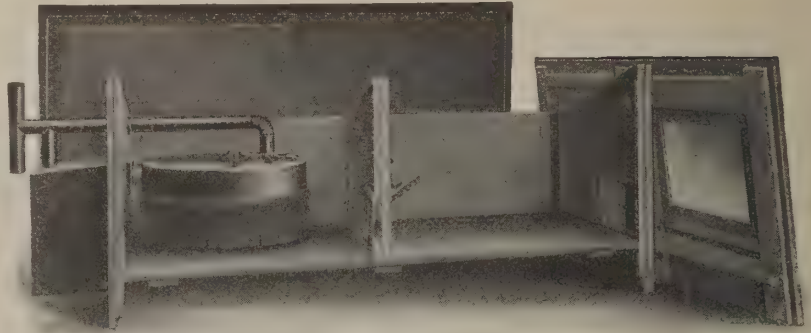


Fig. 24.—Shows the Cyphers Style C Three-Apartment Outdoor Brooder and Colony Roosting Coop with top and front removed, exposing interior of case. Note double walls of hover apartment and double insulation of roof. Also note position of two chick doors in partition between hover and exercising apartments.

modate one hundred and fifty chicks. Shipped knock-down at low freight rates. **For prices** of Cyphers fire-proofed and insurable brooders, see page 73.

NOTICE—This brooder, like all other Cyphers Company styles, **can be used indoors** as well as outdoors with **equal success and safety**.

"WOULDN'T BE WITHOUT YOUR BROODERS"

Oakdale, Cal., August 3, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I got one of your small Outdoor Brooders last spring and **was very much pleased with it**. During the month of March we had a week of continual rain. The little chicks ran in and out and **not one of them died during that storm**. I raised two lots of chicks in it last spring. I wouldn't be without your Brooders and attempt to raise chickens.

BEN RINEHART.

"HAD THREE DIFFERENT KINDS"

Princeton, N. J., July 15, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used incubators for the **last fifteen years**, and have had three different kinds, **but like the Cyphers the best** of all. I also had three different kinds of brooders, **but none of them can come up to the Cyphers**. They are all right, and I would not use any other.

R. M. TERHUNE.



CYPHERS COMPANY ADAPTABLE HOVER
"IN SERVICE."

One of the many ways in which the Cyphers Company Adaptable Hover can be "adapted" to suit the various requirements of poultrymen. The illustration, from photograph, shows brooder on "Fostercraft" Poultry Farm, Chas. E. Foster, Proprietor, Danvers, Mass.

JANUARY WEATHER IN MASSACHUSETTS

Wauquoit, Mass., January 17, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I wish to say a word about the Style B Brooders which I have had **in successful operation since January 1st**. I put 33 chicks in this Brooder January 2d and have today 32 of the best Red chicks I have ever raised. As you know, we have had about the worst weather we possibly could have had. **I thoroughly believe that this Brooder will raise a large percentage of the chicks in the worst of weather in the winter time**. I am certainly more than pleased with it.

A. B. FISHER,
Proprietor Hillside Poultry Farm.

"WORKED LIKE A CLOCK IN COLD WEATHER"

Georgetown, Mass., July 17, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

I purchased live chicks, hatched May 17th, and put them in a Cyphers Outdoor Brooder. **The chicks have done remarkably well**. I put in 73 White Wyandottes on May 18th, 24 hours old, and to date have lost just three. **Brooder worked like a clock during cold weather**.

I have used your Chick Food, and **find it very satisfactory**. I am now using your Developing Food and Forcing Food; the chicks like both, and eat it up clean. They are **thriving wonderfully** since I have given them these foods.

CHESTER S. MITCHELL.

"MONEY WOULDN'T BUY THIS BROODER"

Clarksville, Iowa, May 29, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Perhaps you would be pleased to know how I like your Outdoor Brooder, Style B, 1909 pattern. **It is the best Brooder I ever saw**. Met with the mishap of getting poor oil in lamp; the pipes filled up with soot, but lamp was burning all O. K., and no damage was done to chicks or brooder **in spite of heavy wind and an April snow storm**. Money wouldn't buy this Brooder if I couldn't get another like it. It is as you advertise—it is right in every way.

MRS. G. W. BROCKWAY,
R. R. No. 3

"WARM, COMFORTABLE AND HAPPY"

Willmar, Minn., May 27, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I received the three-apartment Style B Outdoor Brooder **in fine shape and everything fitted correctly**. I think the Brooder is a dandy—the best I have seen, and I have seen a good many. Now have a fine bunch of 28 chicks in it. **No matter how stormy the weather is a person can see the chicks in the Brooder—warm, comfortable and happy**.

HAROLD J. HENNINGS.

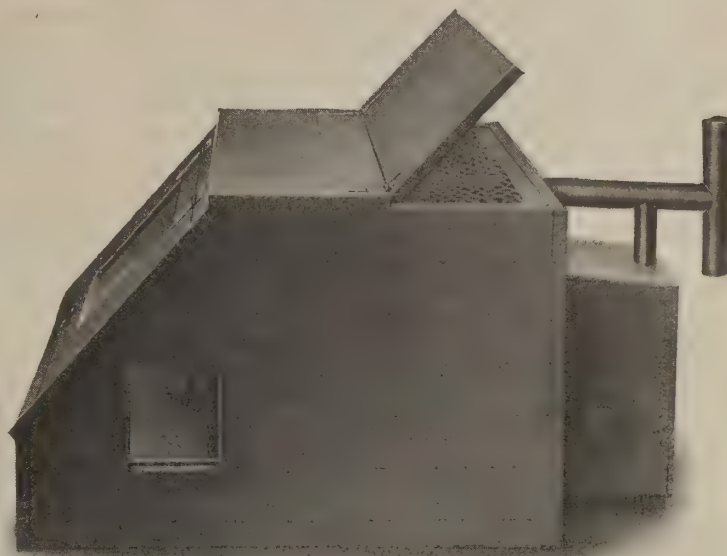
CYPHERS STYLE D INDOOR BROODER

For Use in Dwellings, Stables, Poultry Houses, Etc.

FIRE-PROOFED—INSURABLE

As before stated, the usefulness and actual value of a *non-insurable outdoor brooder* is reduced fully fifty per cent. as compared with an *insurable outdoor brooder*, because the former cannot be used *in or near valuable property* that is covered by fire insurance *whereas*, the value of an indoor brooder *that is not insurable is practically destroyed* by action of the associated fire insurance interests in refusing to permit the use of such devices in buildings that are insured or the contents of which are insured, or in any place that *exposes insured property* to danger of loss by fire. It, therefore, is of prime importance to every poultry raiser who wishes to use an *Indoor Brooder* that the device *shall be fire-proofed and insurable*. Such a device we offer in the Cyphers Style D Indoor Brooder.

This Insurable Indoor Brooder is practically the same in all respects as the Style A outdoor type, described on pages 55 and 56, except that the upper half is *more convenient in shape and construction for indoor use*. Fig. 26 shows the large glass window put in on a slant to face the sunlight or a window of apartment in which the brooder is to be used; also top of brooder, part of which is a cover or lid giving access to the interior of the case at rear in caring for the chicks and regulating the heat under the hover. Immediately beneath this hinged lid is located a *wire-covered frame* that slides back and forth under the permanent part of top of case. This wired and rat-proof frame is for night ventilation and



CYPHERS STYLE D INDOOR BROODER.

(For use in Dwellings, Stables, Poultry Houses, etc.)

FIRE-PROOFED—INSURABLE.

Fig. 26—Same in all respects as Cyphers Style A Outdoor Brooder (see Fig. 13, page 55), except that upper half is designed specially for convenient indoor use. Is equipped with Cyphers Fire-Proof Heater and Standard Adaptable Hover, and bears the Fire Underwriters' "Inspector Brooder" label.

enables the attendant to control the chicks confined in the brooder while caring for them, cleaning out litter, etc. This type of brooder, *equipped complete with the Standard Cyphers Adaptable Hover*, is for use in any kind of building where chicks may be kept, including rooms in dwellings or suitable places in barns, sheds or poultry houses. They furnish a comfortable lodging place for early hatched chicks *direct from the incubator*.

The Style D Cyphers Indoor Brooder should be used in rooms or enclosures in which the chicks *can exercise freely during the day time*, or in poultry houses equipped with pens to be used by the chicks as runways. Interested persons should bear in mind first to last that growing chicks, in order to do well, *must have abundant light, pure air, proper food and PLENTY OF EXERCISE*.

The purchase of a brooder, for either indoor or outdoor use, is a highly important matter. Too often persons who invest in Standard Cyphers Incubators—and who say that they would use no other make—seem to be indifferent about brooders and are induced, from one cause or another, to try cheaply-built, wrongly-constructed brooders, and then find it impossible to raise a *satisfactory percentage* of the chicks they hatch. Cyphers Brooders will not disappoint you.

Dimensions of Cyphers Style D Indoor Brooder: Floor space, 32x32 inches; height, 32 inches in front, 24 inches at rear. Capacity (normal), seventy-five newly-hatched chicks; hover space for twice that number.

For prices of Cyphers fire-proofed and insurable brooders, see page 73.



Fig. 25.—Quartering view of Cyphers Style D Indoor Brooder, with part of case cut away showing interior of hover apartment with hover in position. Note large single-pane window and its convenient position for cleaning interior of hover apartment.

Improved Cyphers Chick Shelters

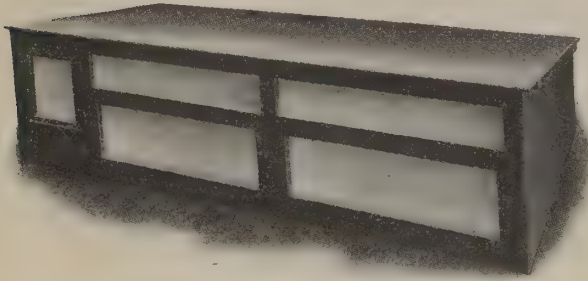
For Use in Connection with the Cyphers Style A, B and C Outdoor Colony Brooders

TO meet the needs of our many customers and the poultry public generally we designed the Improved Cyphers Chick Shelter, as illustrated on this page, with a view to affording greater protection to the chicks than is offered by the ordinary home-made, wire-enclosed runs. By use of this shelter the chicks have an outdoor run and they are protected from sun

most natural impulse being to run to the point nearest the brooder.

SPECIAL—We supply storm-screens of waterproof sheeting, two for the small-size shelter and four for the large-size, in the form of closely fitting panels that fit in over the wire netting (see illustrations), so as to close the side of the shelter that

The weather-proof storm-screens keep out wind and rain, but let in light. Are worth *many times* their cost.

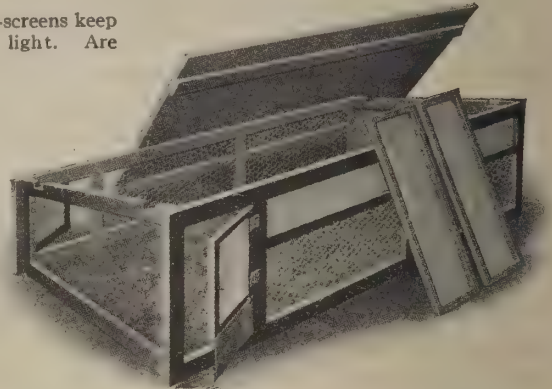


Chick Shelter, with Storm-Screens in Place.

and storm and also from marauding animals that so often reduce the flocks especially where chicks are reared on town and city lots.

This shelter is made in two sizes, the larger of which is 12 feet long by 3 feet wide. It is 20 inches high in front and 14 inches high in the rear. The small shelter is one-half as long as the large size, the other dimensions being the same. The front and back are made of stout wooden frames covered with small-mesh wire netting. One end is made to fit the front of the Style A, Style B and Style C Colony Brooders. The opposite end is closed. These Chick Shelters also fit the Cyphers Style A, Storm King and Self-Regulating Colony Brooders made and sold by us prior to 1909.

Among the improvements in this Chick Shelter will be found a chick door on either side of the shelter next to the brooder, so that when the chicks are allowed to run outside they will readily find their way back, their



Chick Shelter, with Storm-Screens and Roof Removed to Show Construction of Shelter.

is toward the wind, thus forming an effective wind-break, affording positive protection against wind and storm, and insuring a comfortable, enclosed outdoor shelter and nursery, so that the chicks can have an open-air exercising space and will be safe under all weather conditions.

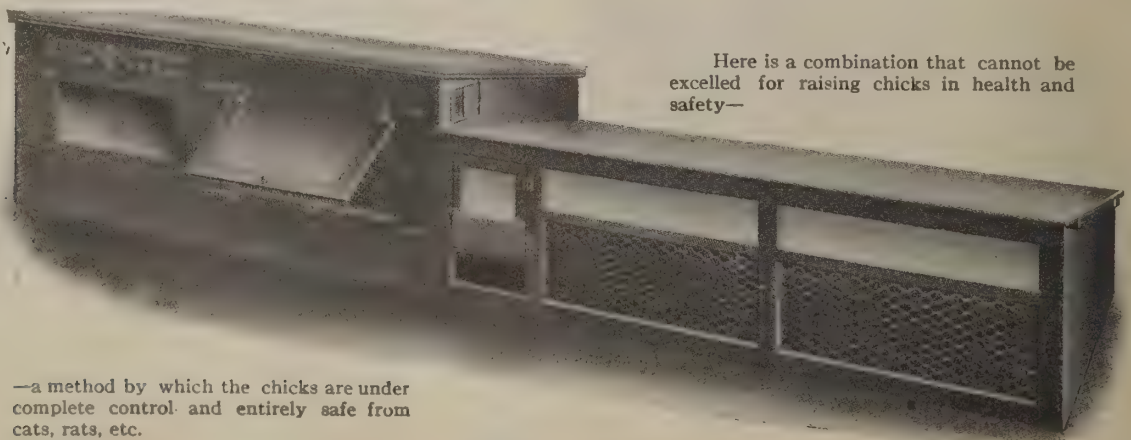
The roof of the large-size chick shelter is constructed in two separate sections so that the roof of either section can be raised *independently of the other.*

Prices of Chick Shelters

(Shipped knock-down at low freight rate.)

Small-size Chick Shelter, 3 by 6 feet, complete with waterproof screens\$5.50

Large-size Chick Shelter, 3 by 12 feet, complete with waterproof screens..... 8.50



Here is a combination that cannot be excelled for raising chicks in health and safety—

—a method by which the chicks are under complete control and entirely safe from cats, rats, etc.

View Showing Small-Size Chick Shelter in Use with Cyphers Style B or Style C Self-Regulating Outdoor Colony Brooder. A Complete and Safe Outfit for Growing Chicks.

Sample Reports—Cyphers Company Brooders

CHEAP IN PRICE AND CHEAP IN QUALITY

Haverhill, Mass., May 21, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I use Cyphers Incubators and Brooders **and consider them the best on the market.** Have no use for cheap incubators or brooders, as I find anything cheap in price is usually cheap in quality. **Fifty per cent. of the failures in the poultry business around my section have been caused by cheap equipments.** I have hatched with Cyphers Incubators 90 per cent. of all fertile eggs **and have raised 95 per cent. of all chickens placed in Cyphers Brooders.** Have matured White Wyandotte pullets in these Brooders at 5½ months old. Many such chicks raised in your Brooders have made records of over 200 eggs per year. Had three birds that made records of 272, 267 and 252 eggs—without a doubt the three highest egg-record hens owned by any one man in the United States. **All were hatched in Cyphers Incubators and raised in Cyphers Brooders.**

R. A. RICHARDSON.

"ABLE TO RAISE 90 TO 97 PER CENT."

Muskegon, Mich., April 27, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We are using your goods extensively—Incubators, Brooders, Chick Food, Developing Food, Laying Food, etc., also Alfalfa and Beef Scraps. **We are able to raise 90 to 97 per cent. of the chicks in your Brooders,** fed with Cyphers Chick Food and Developing Foods. Shall want several more Incubators, **also several Brooders** in the near future.

C. A. KEEFER,
Edgemere Farm.

NOT ONE OF THEM DIED

Andover, Mass., August 3, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I hatch with hens, but I am using Cyphers Brooders with great success. **I put 98 chicks into two of your Brooders** from my hatches in April and **six weeks later I took out 98 fine, healthy chicks,** not one of them having died during this period, despite the changeable weather.

MRS. A. B. SHEPARD.

"YOUR GOODS ARE BUILT FOR BUSINESS"

Port Byron, Ill., July 30, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We obtained **216 chicks out of 219 eggs** in our No. 2 Cyphers. Hatches for the season have averaged nearly 95 per cent. We are using two Style A, two Style B and three Style C Cyphers Outdoor Brooders. **We consider them the best Brooders on the market and have raised nearly every chick placed in them.** They are fire proof and safe in every way. Your goods are built for business.

M. S. JACKSON.

MUCH BETTER SUCCESS WITH BROODER

Newport, R. I., August 26, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

My first hatch with a Cyphers Incubator was 92 per cent. of the fertile eggs, and the chicks came out strong and full of life. This was my first experience with an incubator. **The Cyphers Brooder is an excellent substitute for the hen;** in fact, my experience was that from a lot of five hens with chicks my Brooder delivered just **65 per cent. more healthy chicks than the hens.**

W. FRANK WEST.

BOUGHT IT "SEVEN OR EIGHT YEARS AGO"

Fruitvale, Alameda Co., Cal., August 7, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have a Cyphers Brooder I bought before you opened your branch on the Pacific Coast, seven or eight years ago. **I can still raise 90 per cent. of the chicks in it every time,** and a number of times have raised 95 per cent. of the chicks entrusted to this Brooder. Your Chick Foods are the best on the Coast.

JAMES C. B. READ.

HAD 96 CHICKS—RAISED 92

Waterford, Wis., June 14, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I hatched 96 chicks in my Cyphers Incubator **and raised 92 of them to maturity in a Cyphers Brooder.** I always trust eggs from my best birds in the Cyphers Incubator. **Many of my winners at Chicago** and elsewhere have been hatched in the Cyphers **and raised in your Brooders.**

H. W. HALBACH,
Proprietor Riverdale Farm.

THIS WOMAN HAD FAITH IN THEM

Coulwood, Va., August 24, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

In May I paid a high price for a sitting of fifteen eggs from the famous White Orpington that produced 263 eggs in 272 days, mated to a son of Crystal King and Peggy. **I had just received two of your three-apartment Style B Brooders** and I decided to place my twelve precious babies in one of them. It did all and even more than you claimed for it. **I still have my twelve babies!** They are three months' old and weigh nearly 3½ lbs. each on the average. **I raised 75 Brown Leghorn chicks in the other Brooder and have never had a sick chicken yet.** No more mother hens for me.

MRS. S. A. JOHNSON.



HOME-MADE BROODER CASES EQUIPPED WITH CYPHERS COMPANY ADAPTABLE HOVERS.

Method adopted on White Rose Poultry Farm, H. M. Ford, Proprietor, Ridgewood, N. J. See his report at bottom of page 66.

ALL LIVING AT FIVE WEEKS' OLD

St. Petersburg, Pa., August 5, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

This was my first year's experience, but the two Incubators and Brooders purchased of you **have given very satisfactory results.** I had 75 chicks out of my No. 1 Standard Cyphers from 93 eggs and **put them all in one Cyphers Brooder.** Four were missing the next evening—got out of my chick yard and got lost in the hay field. **I still have the 71** and they will be five weeks' old tomorrow. Your Brooders are certainly very comfortable and pleasant homes for young chicks to thrive in.

E. B. VENSET.

"RAISED 192 OUT OF 200"

Canton, Mass., June 27, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been in the poultry business for two years, and had a failure each year in the raising of my chicks. This year I bought one of your Style A Brooders and **am having such good results** with it that I bought another of the same style. Out of two hundred chicks I have **raised one hundred and ninety-two.** They are all growing well. **Your Chick Food, also, cannot be surpassed.**

MRS. CHARLES MCCARTHY.

SAMPLE REPORTS—CYPHERS COMPANY BROODERS

"HAVE NOT LOST A SINGLE CHICK"

Keller, Ark., May 16, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We purchased of you this spring one 244-egg Incubator and four *Style B Brooders*. We have not lost a single chick in the Brooders as yet and consider them the top-notchers in brooderdom. To say that we are well pleased does not fully express it. Our plant is small, but we are growing. Long live the Cyphers!

JEWETT & DRUMMOND.

"THEY GROW LIKE WEEDS IN IT"

Lonaconing, Md., August 11, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I purchased one of your Brooders last March and consider *it one of the best investments I have yet made*. Do not see how it can be improved upon. The way it takes care of chicks is certainly wonderful and they grow like weeds in it. *I would not be without this Brooder for five times its cost.*

D. A. EDWARDS.

119 IN ONE BROODER— RAISED 110

Wilber, Neb., October 6, 1910.

*Cyphers Incubator Co.,
Buffalo, N. Y.—*

Am using a 244-egg Cyphers Incubator and two of your three-apartment outdoor Brooders and *have had fine success with them*. I put 119 chicks in one of these Brooders this spring and when I took them from the Brooder to put them in houses *I had 110 fine, large chicks.*

W. A. IRWIN.

144 CHICKS—DID NOT LOSE ONE

Perkinsville, N. Y.,
August 18, 1910.

*Cyphers Incubator Co.,
Buffalo, N. Y.—*

In April, from 150 fertile eggs placed in my No. 1 Cyphers I hatched 144 chicks. *Used a Style A Cyphers Brooder and did not lose a chick.* All were strong and healthy. This was my first experience in hatching and raising chicks by artificial means.

GEO. F. LAST.

"ONLY LOST FIVE FROM THREE HATCHES"

San Mateo, Cal., August 8, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

The past spring I hatched 58 chicks from 63 fertile eggs in your No. 0 machine. Other hatches averaged 80 to 83 per cent. *The chicks were very strong and vigorous.* Am using this year your three-compartment Cyphers Outdoor Brooders, self-regulating, and the chicks have done splendidly. *Only lost five from three hatches made this season.*

BERNON OGDEN.

"IT CERTAINLY BEATS THE OLD HEN"

Pekin, N. Y., June 21, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

I purchased one of your *Style A 1909 Outdoor Brooders* this spring, and *am perfectly satisfied with it*. It certainly beats the old hen, and there is *no danger of fire* or of chicks drowning. In fact, *it is the ideal brooder.*

H. L. PIERCE.

OUT OF 87 CHICKS RAISED 83

Bath, N. Y., August 5, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I hatched 87 strong White Wyandotte chicks from 96 fertile eggs in my No. 1 Cyphers and *have raised all but four in a Cyphers Style B Brooder*. They are now three months old and will average four pounds apiece. When small they were fed Cyphers Chick Food. Shall order more of your goods next spring.

MRS. ERVE WAGNER.

HATCHES AND BROODS PRIZE WINNERS

Pikesville, Md., August 9, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Have been very successful both with your Incubators and Brooders. Our hatches for the season of 1909-1910 exceeded 80 per cent. *and we raised more than 75 per cent. of all chicks hatched.* Nine firsts out of a possible ten of our prize-winning Rhode Island Reds at the Maryland State Fair were hatched in your Incubators, *raised in your Brooders and fed on Cyphers Feeds*, also the second cock bird at the late Baltimore show, the largest show south of New York City.

J. JOSEPH DAVIS & SON.

"BEST I HAVE EVER SEEN"

Jamaica, L. I., N. Y., July 10, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

I bought one of your brooders recently, and *it is the best make I have ever seen*. I have *raised every chick* that I have put into it. I feed your Chick Food to my chicks, and think it the only food. *It is easy to feed, and the chicks grow.*

GEORGE BRONS.

HAD 327 CHICKS— RAISED 314

Conecrest Poultry Yards,
Moodus, Conn., August 7, 1910.

*Cyphers Incubator Co.,
Buffalo, N. Y.—*

My first year's experience with chicks enables me to report hatches totaling 327 in one of your small-sized Incubators, *of which number we raised 314*, ranging in ages from seven to fourteen weeks. The small print I enclose shows some of these chicks, Cyphers chicks I call them, because the eggs were secured through you, were hatched in your Incubator, *brooded in your Brooders*, as shown in picture, and fed on Cyphers Chick Foods. I am satisfied that the Conecrest Yards were predestined to success the moment I decided to begin the Cyphers way.

C. A. RUSSELL.



BEGINNER RAISES CHICKS "THE CYPHERS WAY."

Illustration, from photograph, sent by C. A. Russell, Moodus, Conn., whose report is printed at right of picture.

"WITH EIGHT OR NINE INCHES OF SNOW"

Washington, D. C., December 16, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

I purchased from your agent here one of your *Style B Brooders in February last*. I started it going on 3d of March, put chicks numbering 23 in it the 7th of March and *raised all but one that something caught*. It was unprotected in every way and snowed in with eight or nine inches of snow, *yet it took care of the chickens in a perfectly satisfactory manner*. They were Leghorns, and some of them began laying at 18 weeks old and were well developed. *I had as high as 94 chicks in this Brooder* later in the season and they did well.

JOHN W. WARRINGTON.

HAD 88 CHICKS—RAISED 87

Boonville, Mo., August 1, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Your latest style Brooders are certainly all right. This spring *I put 88 chicks into one Brooder* and at the end of ten days divided them into two lots and *raised every chick but one*, and never had a sick chick among them.

CHAS. G. MILLER,

Secretary, Cooper Co. Horticultural Association.

MORE ROOMY THAN OTHER MAKES

Mt. Sidney, Va., April 27, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I am using one of your *Style B Outdoor Brooders* and am much delighted with it. *It is more roomy than any other Brooder I have ever had*. I also use your Chick Foods and find them to be all you claim for them.

CHAS. E. WINE.

SAMPLE REPORTS—CYPHERS COMPANY BROODERS

"ONE OF THE COLDEST NIGHTS"

Lincoln Park, N. J., March 13, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

In view of the satisfactory manner in which your Brooders have operated with me the past winter I feel called upon to write you these few lines. I have three of your Style B Brooders, which have been *in operation since the last week in January*, and we have had some very severe cold weather; in fact, one night in particular it went down to zero. That night when I went to bed the thermometer in the Brooder I was then operating registered 96 degrees *and to my amazement in the morning when I looked at it again it registered 94 degrees*—having varied only two degrees in what was one of the coldest nights this winter. That Brooder, as well as my other Brooders of your make, have been *standing outdoors all season without any shelter whatever*, and they have not been found lacking, but have operated to my entire satisfaction. I put 115 chicks into these three Brooders early in the season and have only lost five, and the oldest are now going on their sixth week of age. If these few lines will convince *any one in doubt as to what kind of a Brooder to buy*, you are at liberty to use the same.

CHAS. CAESAR.

"WORST BLIZZARD OF THE SEASON"

Fargo, N. D.,
August 22, 1910.

Cyphers Incubator Co.—

We use your Style C Outdoor Brooders. This spring we had one of the worst blizzards of the season (in April), *during which time the thermometer registered below zero*. In the morning when I got up not a Brooder was to be seen, the snow being so deep. I shoveled a path to the hennery, fed my stock, did my chores and then went in to breakfast. I hadn't the heart to go near the poor frozen chicks on an empty stomach. *You can imagine my surprise on opening the first Brooder I reached to find the temperature exactly 89 degrees and not a chick dead*. Your complete self-regulating heating device took care of the sudden drop in temperature, and the chicks in my Brooders were chirping for their breakfast as if nothing unusual had happened. *I take great pleasure in recommending any article you send out bearing your trade mark*.

ALSON BRUBAKER.

THESE ARE NOT FAIR WEATHER TOYS

Naperville, Ill., August 24, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Your Brooder that I got will please any one. *I never lost a chick from the first brood and have never had chicks grow as well as they did*. They were taken out of my Cyphers Incubator and put in Brooder last spring *during the time that we had a snow storm that killed all of the fruit*. I use your Chick Food, and it is the best that I have ever used.

E. G. SIMPSON.

"NO MORE HENS FOR MINE"

Lincroft, N. J., July 22, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Late the past season I bought a Style A Cyphers Brooder from your agent at Redbank, N. J., and am very much pleased with it. *It is the first Brooder I ever used*, but will not be the last. No more old hens for mine! I would have *been several hundred chickens better off* this year if I had used your Brooders instead of hens.

WM. E. HURLEY.

"RAISED 60 OUT OF THE 61 CHICKS"

Wayland, N. Y., August 15, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

In May, 1910, I bought a Style B 1910 Cyphers Brooder of you and put in 61 chicks fresh from the Incubator. Although this was *my first experience* in running a Brooder, *I raised 60 out of the 61 chicks*. When I took them out and put them in a Colony House they were all strong and vigorous. Their entire diet while in the Brooder was *Cyphers Chick Food, Beef Scrap and Chick Grit*.

SETH M. HIGBY.

EXCEL THE HEN—MUCH LESS TROUBLE

162 Charlotte St.,

Asheville, N. C., June 13, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

It gives me great pleasure to testify to the merits of your Incubators and Brooders. With Cyphers Incubators, if good hatches are not obtained, it is the fault of the eggs or carelessness of the operator. *Your Brooders easily excel the old hen in taking care of the little chicks, and they are not near as much trouble*.

CARL H. MESSLER.



"JUNIOR PARTNERS."

Reproduction from photograph sent to us by A. C. Stout, Stockdale, Texas, who says: "I enclose picture of my two little girls, Mollie, two years old, and Dola, four years, with some little Single Comb White Leghorns in Cyphers Style A Brooder. It Brooded several hundred on my plant this year."

"WAS A BEGINNER IN THE BUSINESS"

San Jose, Cal., July 22, 1910.

*Cyphers Incubator Co.,
Buffalo, N. Y.—*

I take great pleasure in stating that the Cyphers outfit, consisting of one 244-egg Incubator, three Style B Outdoor Brooders and Chick Shelters, which I bought of you in January has given entire satisfaction. *I took off three hatches of chickens showing an average of 85 per cent. of the fertile eggs and succeeded in raising 98 per cent. of the chicks*. Was a beginner in the business, and therefore attribute my success to the superiority of the Cyphers machines and to their explicit but simple directions for operating, which were closely and carefully followed.

H. L. MILLER.

HAS TRIED FIVE DIFFERENT MAKES

Danbury, Conn., July 20, 1910.

*Cyphers Incubator Co.,
Buffalo, N. Y.—*

Have used three different makes of Incubators, but so much prefer the Cyphers that I shall buy another in the

spring. *Have also used five different makes of Brooders*. The Cyphers is the only one I am satisfied with. Shall buy two more of you next spring. *Chickens that were not doing at all well in one Brooder* (same price as Cyphers), when I took them out and put them in the Cyphers, straightened up at once and did the best of any. *I think a Brooder the most important part of chicken raising*.

MRS. E. H. RYDER.

THEY RAISE PRIZE-WINNING QUALITY

Thorn Grove, Tenn., August 29, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have one of your No. 1 Incubators and two of your Style B Brooders and *have had splendid success with them*. I hatched the 4th prize S. C. Rhode Island Red Cockerel and 4th prize pen at January show, Knoxville, 1910, in your Incubator and *raised them in your Brooder*. These Brooders work as well as the Incubators, which is saying a great deal; in fact, *I raise nearly every chick placed in them*.

JOHN W. BROWN.

Sample Reports—Cyphers Adaptable Hovers

129 CHICKS ONE LOT—RAISED 123

Seaman, Ohio, August 8, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

From 134 fertile eggs in my No. 1 Cyphers Incubator, I hatched 129 perfect chicks. **Placed all of them in a home-made**

Brooder heated by a Cyphers Adaptable Hover, and raised all but six. I never raised thriftier chicks and never raised chicks with so little trouble.

E. T. SIDDON.



HOME-MADE BROODER.

Showing how a 3-foot Square Goods Box 24 to 30 inches high can readily be converted into a serviceable, Low-cost Outdoor (or Indoor) Brooder by use of the Cyphers Company's Adaptable Hover.

high as 100 chicks, and the losses have been very small. Have repeatedly recommended this Hover to my friends.

LAKESIDE POULTRY FARM,

C. G. Kenney, Proprietor.

"PUT 75 CHICKS UNDER EACH HOVER"

Needham Heights, Mass., August 26, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

The past spring I used eight of your Adaptable Hovers and found them O. K. I put 75 chicks under each Hover, making a total of 600 chickens in all, and I raised 526 chicks to maturity—good, strong, healthy birds. These Hovers proved so good that I am going to get more of them next spring. **This was my first experience in the chicken business.**

D. L. WAGNER.

77 CHICKS—DID NOT LOSE ONE

Oakland, Kas., September 5, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I use your Adaptable Self-Regulating Hover, and the chicks grow fine in it. I hatched 77 chicks March 17th, put them under the Hover the next day, and never lost a chick. I sold most of them when they were eight weeks old, and they averaged two pounds apiece. I sold 34 of them, and they weighed 67 lbs. 6 oz. Have about 16 left to date, and some of them will weigh five pounds each.

IRA A. LUNDY.

"I LOST LESS THAN 5 PER CENT."

Hartford, Conn., September 30, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I take this opportunity to express my entire satisfaction with the Adaptable Hovers purchased from you. Of all the chicks put into them the past season I lost less than 5 per cent. from any cause that could be traced to the Hovers, and my fowls at the present time are in fine condition—in fact, are superior in size and form to any I have seen in this locality.

H. E. ROGERS,

581 Capitol Ave.

"EVEN TEMPERATURE WITHIN ONE DEGREE"

Ridgewood, N. J., September 1, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I enclose herewith photograph showing use of your Adaptable Hovers in home-made brooders. These brooders were made by myself and were patterned to some extent after yours. I have used the Self-Regulating Hovers in these brooders in all kinds of weather, including zero weather, and have been able to hold an even temperature within one degree. They have been very satisfactory and I expect to use a large number next season.

WHITE ROSE POULTRY FARM,

H. M. Ford, Proprietor.

"MORE THAN 700 STURDY CHICKS"

Cedar Rapids, Iowa, June 5, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have hatched thousands of strong Anconas and Barred Rocks in Cyphers Incubators and are now using your Adaptable Hovers. Any one who doubts the superior quality of these hatchers and brooding devices would be convinced otherwise if he were to inspect our more than 700 sturdy chicks produced by them this season.

GILT EDGE ANCONA AND ROCK FARM,
Geo. H. Ilten, Proprietor.

"HAVE HAD PRACTICALLY NO LOSSES"

Gillette, Wyo., August 16, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We use your Style D Brooder and Adaptable Hovers. Are using your Adaptable Hovers in A-shaped Colony Houses with grand success. Have had practically no losses since installing Cyphers brooding devices. This is our first year with Cyphers goods. **We shall use nothing but Cyphers another year.**

S. D. PERRY & SONS.

4,000 CHICKS—RAISED 85 PER CENT.

Hot Springs, Ark., June 16, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Your Incubators the past season have given absolute satisfaction. We have hatched on an average 90 per cent. of all fertile eggs, and taking into consideration that we set more than 4,000 eggs we consider this per cent. very remarkable. **Another gratifying fact is that we succeeded in raising 85 per cent. of the chicks hatched.** Our brooder house is equipped with Cyphers Adaptable Hovers, and they give perfect satisfaction.

F. M. BOSTWICK.

RAISING PRIZE STOCK IN IT

Leavenworth, Kas., July 8, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Am using your Self-Regulating Adaptable Hover, and the chicks do well in it. Expect to have some prize-winners this year from my Kellerstrass Orpingtons that were hatched in your Cyphers Incubators and raised in the Cyphers Adaptable Hover.

C. E. ROUSE.

"CLEAN, SIMPLE, DURABLE, CONVENIENT"

Buffalo, N. Y., August 5, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Your 1910 Adaptable Hover is a dandy. **Have only lost four chicks this season,** and the best advice I could give a friend would be, own one or more Cyphers Adaptable Fire-proof Hovers. It is clean, simple, durable and a good looker and convenient.

WM. J. WILSON.

"HOT, COLD OR WET WEATHER"

Davenport, Ia.,

July 30, 1910.

Cyphers Incubator Co.,

Buffalo, N. Y.—

Your Adaptable Hovers are, without question, the best brooding device on the market. Hot, cold or wet weather, they do the work, with exceptionally small losses of chicks. Expect to place order soon for more of them to use with colony houses for early spring chicks. I can endorse these Hovers most highly.

SENECA POUL-

TRY FARM,

Rev. R. A. Church.



ADAPTABLE HOVER IN COLONY HOUSE.

Shows Use of Hover in Shed-Roof Poultry House or Colony Roosting Coop. Can be Installed or Removed in One to Three Minutes Time. When Taken Out the Chicks are Left to Roost in Quarters to Which They are Accustomed.

SAMPLE REPORTS—CYPHERS ADAPTABLE HOVERS

"I ENTRUST MY BEST CHICKS IN IT"

Gouverneur, N. Y., May 23, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I am running **your Self-Regulating Portable Hover**, and have only words of praise for it. Started same in March, when outside temperature went below 10 degrees, and **was able to maintain a 95-degree heat under the Hover with ease**. This speaks for itself. In all my experience with poultry I have never found anything the equal of this Hover. I entrust my best chicks in it, for I know **it will be found in the morning where it was placed at night**. The point of importance to the average poultryman is the small amount of oil it requires. **I fill mine only once in three days**. It's a cracker-jack, and another year will find several more of them in my yards.

HARVESTDALE POULTRY YARDS, H. A. D. Leggett.

"AS FINE AS AN EIGHT-DAY CLOCK"

Mt. Gilead, Ohio, September 28, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I tried the fireless plan of raising chicks, but could not use it on account of being away from home so much, **so I bought your Adaptable Hovers, and the success with them has been all that I expected and more**. I have two of them, each in a small colony house 4 x 6 feet. This plan has worked **as fine as an eight-day clock**, and I would not think of trying anything different. The chicks were placed **under these Self-Regulating Hovers right from the Incubator in February and March**, remaining there through all the changeable weather, growing every day. It certainly was a pleasing sight to see the little fellows running and playing around their house, **perfectly happy and contented**, with the snow sometimes this spring two and three inches deep on the coop and over the ground.

EASILY CARED FOR—FIRE PROOF.

Lamp can be Removed and Replaced While Door, Window and Chick-exit are Wide Open and Flame Cannot Suck Out. Device is Warranted to be absolutely Fire Proof, No Matter Where Used.

DR. R. L. PIERCE.

IN FEBRUARY—FIVE INCHES OF SNOW

Paris, Ill., February 24, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I am using your Incubator this year, and it is the only machine that I have ever found that will do the work in the right way. My hatch this month was 95 per cent. **Am using your Adaptable Hovers, and they are just the thing**. They keep the chicks warm and dry. Am using them in brooder cases out of doors **with five inches of snow on the ground**.

EMERY EVITT,

910 Browning Ave.

A GREAT BOON TO POULTRY RAISERS

Needham, Mass., September 26, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have three of your Hovers installed **in a brooder house of my own design**, and every one who sees it says it is the most complete and practical house they ever saw—**thanks to the mechanical completeness of the Cyphers Adaptable Hovers**. The enclosed photographs showing view of these Hovers are the best testimony **of what the lamps can stand in stormy weather**, without in any way disturbing the even temperature of the inside. These Hovers are a great boon to poultry raisers.

JOHN GODSELL.

"HAS GIVEN ENTIRE SATISFACTION"

Humboldt, Kas., September 5, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have a brooder house with hot-water heat, but have also used one of your Adaptable Hovers, which **has given entire satisfaction**.

R. E. MENSARD.

TRIED FOUR—BOUGHT SIX MORE

Rehoboth, Mass., March 29, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have already installed, and with success, four Cyphers Adaptable Hovers, **and six more will be installed this week**. They are indeed fine. We have decided to use the Cyphers poultry implements exclusively, and will send you another order soon.

ROCKY HILL FARM,

Mr. and Mrs. P. Martines, Est.

"WANT TWELVE OR FIFTEEN MORE"

Franklin, Va., September 24, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I received the Adaptable Hover which I bought of you, and **in order to make a selection I purchased three others**. Your Hover is by far the best of those I bought and have tested. I will want twelve or fifteen more Adaptable Hovers **just as soon as I can build my brooder house**. Some time in the near future I propose to build a brooder house heated by steam, on the plans I purchased of you.

C. W. GARY.

"IN OUTDOOR HOME-MADE BROODERS"

Glenview, Ill., June 4, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

This spring we used your Cyphers Adaptable Hovers **in outdoor, home-made Brooders and they make the best brooding device we have ever used**. Have found your poultry appliances do all that you claim for them. I don't see how any one can fail if he uses your chicken machinery and poultry supplies—with a little common sense.

BLUE BELL FARM,

W. J. Patton, Proprietor.

"FIND THEM PERFECTLY SATISFACTORY"

Warrenton, Va., August 10, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We use your Adaptable Hovers and find them perfectly satisfactory. I raised my chickens (for home use) **thirteen years under hens**. Lately have gone into chickens (eggs and broilers) as a business. Have had three hatches from your Incubators, and it seems to me **your machines and the Adaptable Hovers are as near perfect** as it will be possible to make them.

ROCK SPRING FARM,

Mrs. W. Herbert Assheton.

"FIRST CLASS, JUST AS REPRESENTED"

Ogdensburg, N. Y., June 22, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have tried one of your Adaptable Hovers this season **and found it so good that we are making preparations to install several of them the coming season**. We find your goods first-class, just as represented.

MAPLE CITY POULTRY YARDS,

E. G. Brown, Proprietor.



INDIVIDUAL BROODING IN BROODER HOUSE.

View (from photograph) of Fire-Proof Heaters and Standard Adaptable Hovers in use in Brooder House on Cyphers Company Poultry Farm, Buffalo, New York. House is supplied with auxiliary heat from hot water pipes located waist high along rear wall of house. By use of this system, one brooding device, or two, or a dozen, can be started when needed, thus avoiding waste of fuel.

Economical Brooding of Chicks

Plan Devised by R. P. Ellis, Brooklyn, N. Y., Founder of the Aurora System of Branch Egg Farms. Utilizes Regular Laying Houses for Brooding Purposes During Proper Season. Strongly Endorses Cyphers Company Adaptable Hovers.

DESCRIBING his efficient and economical method of converting laying houses into brooding houses by installing the Cyphers Adaptable Hovers, Mr. Ellis writes:—

"It was not until the Cyphers Company's Adaptable Hover was put upon the market that I found a satisfactory solution of many problems in brooding. Using a few outdoor brooders is all right, but when it comes to attending to forty or fifty oil lamps and broods of chicks, all in the open, one longs for something more labor saving and comfort giving.

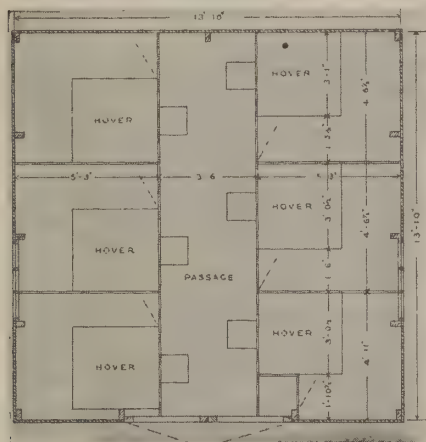


Fig. I.—Diagram shows arrangement of Six Cyphers Company Adaptable Hovers in type of Laying House used on Aurora Leghorn Farm, Brooklyn, N. Y.

The house is 4½ feet high on the sides (inside measurement) and 7 feet in the ridge (inside measurement). It is the lowest laying and brooding house I know of, hence the air space is reduced to the minimum. This house we equip with six Adaptable Hovers, three on a side, with a 3 to 3½ foot center aisle—see diagram herewith, Fig. I.

"The hovers are set on a temporary platform, running the length of the house, high enough to allow the lamp to rest in the center aisle on the floor of

"Herewith find illustrations—Figs. II and III—of our fourteen foot square laying house, with wire screen doors covered with upper and lower sets of muslin frames. This house has a floor space of 196 square feet. The house is 4½ feet high on

the house. At this point the lamp can be cared for without entering the pens or disturbing the chicks.

"Each of the hovers is surrounded or enclosed by a muslin frame, which we make ourselves. The frame is made of 1 x 2 inch furring strips, and ordinary unbleached muslin is tacked on. The sides of the frame stand 18 inches high, and as it rests on the floor it covers a floor space of 3 feet x 3 feet. The top of the frame is hinged so as to lift up and allow access to the hover. There is a door on one side of the frame to allow the chicks to enter and leave the hover. Over this opening hangs a curtain of felt—to conserve the heat.

"When the chicks no longer need artificial heat, the hovers and the platforms they rest on are removed. By this time all cockerels are removed, leaving from 125 to 150 pullets in the house. When these get to the colony house size, all wire partitions are removed and half of the pullets are taken to a new laying house (built for them), or else are put around in cheap colony coops. In this way the laying and brooding house is used straight through the year.

"Also find herewith a diagram illustrating our yarding plan—Fig. IV. A study of this drawing will show that each chick has from 8 to 10 square feet of yarding room outside the house, depending upon the number of chicks placed under one hover. I would advise that no more than fifty chicks be placed under any hover.

TRIED "FIRELESS" BROODER PLAN

"Before learning of and adopting the Cyphers Adaptable Hovers, I tried the 'fireless' plan. In



R. P. ELLIS,
Brooklyn, N. Y.

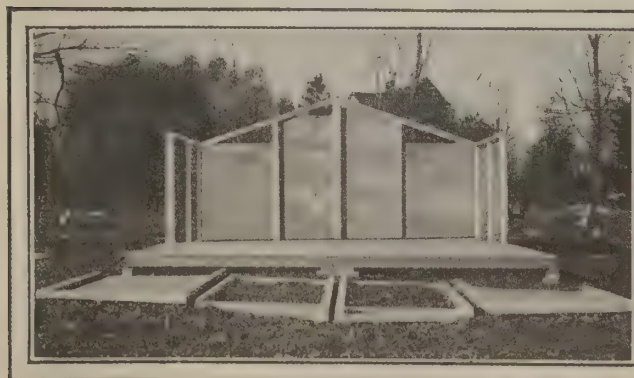


Fig. II.—Aurora Farm Combination House in Process of Erection.

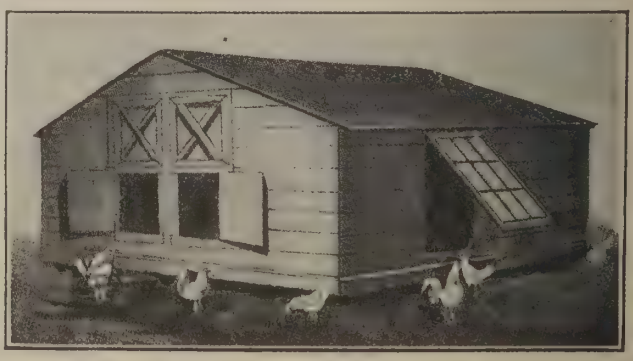


Fig. III.—The Aurora Farm Combination Laying and Brooding House Complete.

ECONOMICAL BROODING OF CHICKS—ELLIS PLAN

the summer of 1909 I experimented with various fireless brooders, and, backed up by the experience of 1910 as well, I reached the following conclusions concerning fireless brooders:—

"*First*—It is possible to raise *some* chicks by the fireless method.

"*Second*—The death rate is far too great unless weather conditions are ideal—which they seldom are.

"*Third*—The economy, so-called, in a fireless brooder consists in making it much smaller than heated brooders, because the saving in oil is offset *five to one* by the item of extra labor.

"*Fourth*—A fatal objection to the 'fireless' method is that the attendant must practically *live with the chicks*. The care and attention the 'fireless' chicks require makes the plan entirely impracticable on a commercial poultry farm where a person's time is an important item of value and labor is expensive.

"I must confess that I turned reluctantly from the 'fireless' field—what its advocates claimed for it were so tempting! But we tried the best advertised methods and followed them faithfully, only to meet with loss—both loss of labor and an excessive loss of chicks.

"It was no wonder, therefore, that we were glad indeed to find complete success in the use of your Adaptable *self-regulating* Hovers. They have proved to be exactly what we were looking for. For us this hover *has filled ideally every condition*, to enumerate:—

"*First*—The cost is far below that of any individual brooder or pipe system of the same capacity.

"*Second*—The principles of self-ventilation, with heat from above, etc., are correct, not only in theory, *but in practice*.

"*Third*—Its installation—immediate and simple.

"*Fourth*—Its construction (all galvanized sheet iron, solidly bolted and riveted together) makes it indestructible—so much so that its purchase becomes *an investment*, not an expense. It will last for years—perhaps a lifetime.

"*Fifth*—Its maintenance (cost of repairs) is practically nothing, whereas any wood-work requires expensive repairs, as I have found to my cost.

"*Sixth*—Its efficiency—*of the highest*, because we have raised *larger percentages of chicks* in it than in any other brooding device we ever used.

"*Seventh*—Its economy of time and labor. Six of these hovers in our 14 x 14 feet laying house enables us to care for 300 chicks *under one roof*.

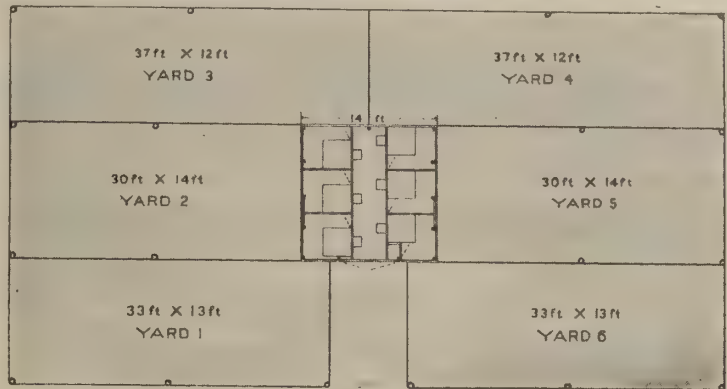


Fig. IV.—Diagram showing the Ellis Combination House equipped with Hovers and Chick Runways, also the arrangement and size of the yards enclosed by temporary wire fences surrounding the Laying House while it is being used as a Brooding House by having Cyphers Company Adaptable Hovers temporarily installed.

"*Eighth*—The low cost of oil—using only a one-inch wick, and its *dependability*. It 'stays on the job' day and night, and *the self-regulation* adds much to the care-takers ease of mind.

"We used the above-described brooding plan on the home farm of the Aurora System and on most of our branches during the season of 1910 *with the greatest success*.

"When the chicks reach an age where they need no heat the hovers are taken out and the house is then used to rear the pullets. Still later it is used as a laying house. By this plan our houses are never idle. The hovers can be stored away in a cellar or barn—there is nothing about them to get out of order.

"Enclosed find letter telling you in a few words just what I think of your Adaptable Hovers, *based on personal observation and actual experience*."

Tried 72 — Then Bought 100 More

Executive Department and Breeding Farm of the Aurora System

AURORA LEGHORN FARM

R. P. ELLIS, Proprietor

Highest Grade of Poultry Products Delivered Direct to Private Residences

SINGLE COMB WHITE LEGHORNS EXCLUSIVELY, BRED TO LAY

Cyphers Incubator Co., Buffalo, N. Y.—

Brooklyn, N. Y., March 31, 1910.

I send you herewith a sketch showing the use to which we are putting your Adaptable Hovers. A long and diligent search has convinced us that you have produced in the Cyphers All-metal Adaptable Hover the finest brooding device thus far given to the poultry world. The essentials of a brooding system for a practical commercial plant are: (1) Efficiency, (2) Convenience, (3) Safety, (4) Economy, (5) Durability. These your Hover meets better than anything I know of. Our home farm and a majority of the branch farms are using your Adaptable Hovers *and they are giving complete satisfaction*.

Yours very truly, R. P. ELLIS.

For the season of 1908-1909, Mr. Ellis bought and used seventy-two Cyphers Adaptable Hovers and Style B Outdoor Brooders. Early in March, 1910, he placed his order with Cyphers Incubator Company for one hundred more Adaptable Hovers.

GUARANTEED TO YOU —PERSONALLY

There's a lot of difference between an agreement that guarantees an Incubator or Brooder to you, personally, and one that merely warrants a device to be "as represented."

Note your protection in the Cyphers Company Guarantee.

This Guarantee covers every vital point of Incubator construction and Incubator efficiency.

Note also that this Guarantee gives you ample time for the necessary fair trial—fair to you and fair to us. It gives you time for four hatches—time to thoroughly test our machine and prove its superior merits:

THE CYPHERS COMPANY GUARANTEE

To Whom It May Concern:

We, the Cyphers Incubator Company, legally incorporated under the laws of the State of New York, and each member thereof, hereby agree, as a Company and as individuals, that if in any case Cyphers Incubators, Brooders or other Manufactures are found not to be as described by us in this catalogue, or will not do the work claimed for them, they can be returned at any time within ninety (90) days of the date of purchase, and if in good condition, less reasonable wear, we will immediately refund the price paid for the same.

Special Guarantee on Cyphers Incubators

THE PATENTED, EXCLUSIVE FEATURES of the genuine Cyphers Incubators place us in a position to positively warrant and guarantee all Cyphers Patent-Diaphragm, Non-Moisture, Self-Ventilating and Self-Regulating Incubators manufactured by us and sold under registered trade-mark, either by this Company or its authorized agents, as follows:

First—To be precisely as represented in construction, materials and workmanship, and, if given reasonable care, to last ten years without repairs.

Second—To be easy to set up and positively automatic in operation (except as to trimming the wick, filling the lamp and turning the eggs) and to operate with less expense than any other make of incubator.

Third—To be in all essentials the simplest and easiest to operate and control, requiring less attention than any other make or style of incubator.

Fourth—To be self-regulating, being equipped with the most reliable, sensitive and durable regulator thus far invented.

Fifth—To require no supplied moisture, under normal conditions, thus solving and disposing of the troublesome "moisture question."

Sixth—To be self-ventilating, the air in the egg chamber remaining pure at all times by its own gentle but positive action.

Seventh—To produce larger, stronger and healthier chicks and ducklings than any other style or make of incubator.

Eighth—That when it is run in competition with any incubator of a different make, it shall, in three or more hatches, bring out a larger average percentage of the fertile eggs in good, healthy chicks and ducklings than does its competitor.

Finally, we guarantee every Cyphers Incubator and Brooder to be Insurable, in compliance with the rigid requirements of the National Board of Fire Underwriters.

Signed,

CYPHERS INCUBATOR COMPANY.

Buffalo, N. Y., December 1, 1910.



Attest:

Grand M. Curtis.
President.

W. H. Mue
Vice-President.

J. H. Gillies
Secretary.

Price List of Standard Cyphers Incubators

Fire-Proofed — Insurable

No. 0—Capacity, about	70 Hen Eggs,	56 Duck Eggs.....	\$15.00
No. 1—	“ “ 144 “ “	112 “ “	22.00
No. 2—	“ “ 244 “ “	200 “ “	32.00
No. 3—	“ “ 390 “ “	300 “ “	38.00

We supply an X-Ray Egg Tester, tested Standard Cyphers Incubator Thermometer and booklet, "Directions for Operating and Hints to Aid the Beginner," packed in every incubator.

SPECIAL PRICES.—The prices of incubators and brooders given in this catalogue are those charged by us and by our authorized agents in all territory east of Montana, Wyoming, Colorado, Indian Territory and Texas. West of this boundary line agents' prices range somewhat higher, owing to the freight, which is especially high to inter-mountain points. If you live in high-freight territory write us for special prices; also for name and address of nearest agent who buys in car lots and carries our goods regularly in stock.

Terms.—Cash with order. Send money by bank draft, express money order, post-office money order or registered letter. *Please do not send personal checks.* In the United States and Canada, goods will be sent C. O. D. when 50 per cent. of price accompanies order, but not to other countries, owing to ocean freight rules.

Weight (about) Crated

No. 0.....	85 pounds	No. 2.....	195 pounds
No. 1.....	135 “	No. 3.....	255 “

Weights and Measurements for Foreign Shipment.—For the convenience of those wishing to send our Incubators to other countries, we print the following table of weights and measures when specially crated for ocean shipment.

	Net Weight	Gross Weight	Cubic Feet		Net Weight	Gross Weight	Cubic Feet
No. 0 Incubator....	70 lbs.	110 lbs.	9½	No. 2 Incubator....	170 lbs.	285 lbs.	32
No. 1 Incubator....	108 lbs.	170 lbs.	20	No. 3 Incubator....	210 lbs.	345 lbs.	42

Standard Incubators Furnished in Rights and Lefts

For the convenience of those who are fitting out large plants, and all who, when purchasing a number of Standard Cyphers Incubators, desire to economize space in their incubator cellars, we manufacture No. 2 and No. 3 size machines that are *rights* and *lefts*. By this is meant that the heater is on the right or left-hand side of the machine. This permits arranging the machines along the sides of the incubator cellar in such a manner that space is saved, and two heaters are brought next to each other for the greater convenience in tending the lamps. If you desire your machines *rights* and *lefts*, please so specify in your order, naming the number of each desired. *Unless otherwise ordered, rights* invariably will be furnished. *No. 0 and No. 1 Incubators are not made in lefts.*

Floor Space Required for the Standard Cyphers Incubators

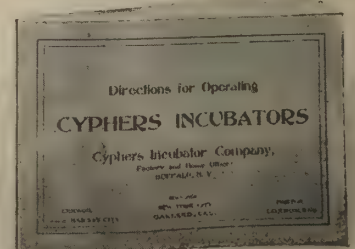
(Figures Allow for Projection of Heater)

No. 0.....	1 ft. 10 in. x 2 ft. 7 in.	No. 2.....	3 ft. 3 in. x 4 ft. 1 in.
No. 1.....	2 ft. 5 in. x 3 ft. 8 in.	No. 3.....	3 ft. 11 in. x 4 ft. 9 in.

"Directions for Operating Standard Cyphers Incubators"

An illustrated booklet, entitled "Directions for Operating Standard Cyphers Incubators and Hints to Aid the Beginner," is supplied with each standard-pattern machine. This book contains full and complete instructions for setting up, regulating and operating the Standard Cyphers Incubator. The purchaser is told where to locate his machine, how to place it in the proper position, how to adjust the regulating device, how to care for the lamp, and how to heat up the machine, with full particulars concerning proper temperature, turning the eggs, cooling and airing; also special instructions for operation of Cyphers Incubators in high altitudes and exceedingly dry or tropical climates.

A large portion of this book is devoted to a chapter entitled "Hints to Aid the Beginner," consisting of questions from amateur operators of incubators or brooders, with answers by an experienced operator. Besides these questions and answers, considerable space is given to Incubator and Brooder "Don'ts," which tell the beginner what he should not do. A careful study of this booklet is advised. Supplied only to purchasers of Standard Cyphers Incubators.



Price List of Standard Cyphers Brooders

Fire-Proofed — Insurable

CYPHERS ADAPTABLE HOVER , Self-Regulating, Self-Ventilating, for use in home-made Brooders, Colony Houses, etc., etc.; may be moved from one Brooder or Coop to another at will; complete with Standard Cyphers Regulator, Tested Brooder Thermometer and bearing "Inspected Brooder" label, safely boxed.....	\$ 8.50
CYPHERS STYLE A OUTDOOR , Self-Regulating, Self-Ventilating, Two-Apartment Combination Brooder and Colony Roosting Coop, equipped with Adaptable Hover, Complete, and bearing "Inspected Brooder" label.....	12.50
CYPHERS STYLE B OUTDOOR , Self-Regulating, Self-Ventilating, Three-Apartment Combination Brooder and Colony Roosting Coop, equipped with Adaptable Hover, Complete, and bearing "Inspected Brooder" label.....	16.50
CYPHERS STYLE C OUTDOOR , Self-Regulating, Self-Ventilating, Three-Apartment Combination Brooder and Colony Roosting Coop, with Double-Wall and Double-Glass Insulation, equipped with Adaptable Hover, Complete, and bearing "Inspected Brooder" label.....	18.50
CYPHERS STYLE D INDOOR , Self-Regulating, Self-Ventilating, Brooder equipped with Adaptable Hover, Complete, and bearing "Inspected Brooder" label.....	11.50
CYPHERS CHICK ENCLOSURE , for use with Adaptable Hover in Cold Apartments and in Brooder Houses that do not have auxiliary heat.....	3.00

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TERMS.—Cash with order. Send money by bank draft, express money order, post-office money order or registered letter. *Please do not send personal checks.* Goods will be sent C. O. D., in the United States or Canada, when 50 per cent. of price accompanies order. Prices are F. O. B. Buffalo and all Branches except Oakland.

Weights (about) Crated

Adaptable Hover.....	net weight, 29 lbs.; weight crated, 50 lbs.; cubic feet, 5¾
Style A Outdoor Brooder (knock-down).....	net weight, 80 lbs.; weight crated, 145 lbs.; cubic feet, 8½
Style B Outdoor Brooder (knock-down).....	net weight, 138 lbs.; weight crated, 210 lbs.; cubic feet, 13¾
Style C Outdoor Brooder (knock-down).....	net weight, 148 lbs.; weight crated, 225 lbs.; cubic feet, 13¾
Style D Indoor Brooder (knock-down).....	net weight, 69 lbs.; weight crated, 130 lbs.; cubic feet, 7

THE CYPHERS INFORMATION BUREAU

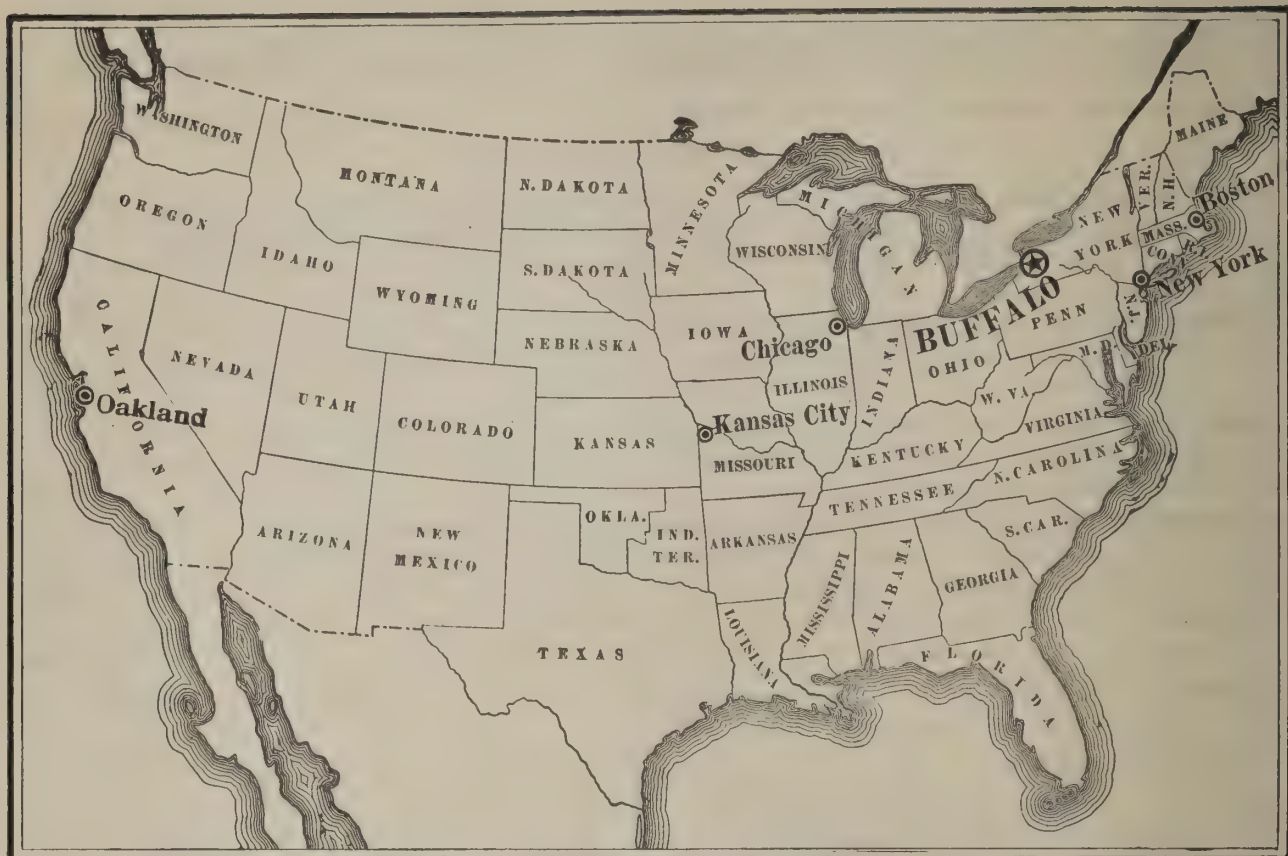
(Conducted by Grant M. Curtis, Assisted by W. A. True, Chas. A. Damon and Chas. E. Adair.)

**For the Benefit of Customers of Cyphers Incubator Company Throughout the World.
Correspondence Conducted in English, German, Spanish or French.**

FOR the benefit of its customers, present and prospective, the Cyphers Company conducts a Bureau of Information and supplies reliable information and advice to earnest men and women already engaged in poultry raising for profit, also to persons who think favorably of embarking in the poultry business as a means of livelihood.

The services and valuable experience of the men whose names are given above are hereby placed at the command of customers of Cyphers Incubator Company, both at home and abroad, as correspondents and advisors. It will be their pleasure to answer questions that are asked in good part for a practical purpose and to offer suggestions and advice—in short, to be of help in any way they can that is consistent with their position and duties. Feel free to write us at any time, making your wants known and you may depend on a prompt and courteous reply. Correspondence conducted in German, Spanish and French where it will be an accommodation. Address,

INFORMATION BUREAU, CYPHERS INCUBATOR COMPANY,
Buffalo, N. Y., U. S. A.



Cyphers Company's Six Places of Business

OWING TO the rapid growth of this Company's business, and the widespread demand for goods of its manufacture, we recognized eleven years ago the necessity of establishing branch houses and distributing depots, provided we were to serve the interests of our customers promptly and satisfactorily. At that time we opened modest trial offices at Boston and Chicago, which since have grown in volume of trade until the former Boston location proving inconvenient for our customers, we have opened a new store at 12 and 14 Canal Street, which will result in a saving of time to the many out-of-town customers who make it a point to call upon us when in Boston. (See page 20.) Our growing business at Chicago also required increased accommodations and our branch house in that city now occupies a double store located in the business center at 340-344 North Clark Street (see page 22). Also see page 98 for picture of our warehouse building and poultry food and alfalfa mill erected in the summer of 1910 in the Central Manufacturing District, Chicago, Ill. This district is called Central because it is located in the geographical center of the corporation limits of the western metropolis. Nine years ago we opened an office and salesroom in New York City, but the quarters soon proved inadequate, and in 1902 this branch was moved to No. 23 Barclay Street (corner of Church Street), which location for seven years has been most convenient for our customers in and around New York City on account of its nearness to depots and docks. (See page 16.) November 1, 1904, a branch house was opened by us at No. 2325 Broadway, Kansas City, Mo. Our Kansas City Branch is now located at 317-319 Southwest Boulevard, where we occupy an entire building located on a railroad switch and have every facility for handling an increased business, both retail and wholesale (see page 24). In December, 1904, we opened a store and branch office on the Pacific Coast, which since the San Francisco fire has been located at No. 1569-1571 Broadway, Oakland, Cal. (See page 26.)

It was, and is, highly important that we place our goods as near our customers as practicable, so that they can receive our printed matter, obtain answers to correspondence and have their orders filled with the least possible delay. **To save time and money, therefore,** we ask all customers (meaning retail customers) to address our nearest office invariably (see above map). No matter to which office you write, you may rest assured of prompt and courteous treatment. At each of these branch houses and salesrooms we carry on display a full line of incubators, brooders, appliances, foods, and all other goods manufactured and sold by this Company. **Customers and visitors are always welcome.** Call to see us if you can, and buy "on sight."

As heretofore, all Cyphers Company goods for the American and Canadian markets (except poultry foods and alfalfa products) will be manufactured at Buffalo, N. Y. We ship them in carload lots to New York City, Boston, Chicago, Kansas City and Oakland, ourselves paying all **transportation charges to these cities**, thus not alone working an important saving in time to our customers, **but also in money**, the purchaser paying the charges only from our place of business nearest his home town or railway station.

Very truly yours,

CYPHERS INCUBATOR COMPANY.

BUFFALO, N. Y., Court and Fourth Sts.
BOSTON, MASS., 12-14 Canal St.

CHICAGO, ILL., 340-344 North Clark St.
KANSAS CITY, MO., 317-319 Southwest Boulevard.

NEW YORK CITY, N. Y., 23 Barclay St.
OAKLAND, CAL., 1569-1571 Broadway.

Low Freight Rates on Cyphers Company's Goods

On this page will be found freight rates on the various articles manufactured by the Cyphers Incubator Company, from Oakland, Kansas City, Chicago, Buffalo, New York or Boston, to prominent points located in the territory accessible to our home office or branches. Shipments of retail orders are always made from the office nearest to destination.

The freight rates given on this page are only intended for the convenience of our customers, in estimating the approximate cost of delivery of their orders to their freight station. These rates are subject to change without notice, and in no case are we to be held responsible for freight charges or any changes therein.

Intending purchasers should bear in mind that no bill of lading is made out for less than 25 cents, and to obtain the cheapest freight rates from their station, they must buy in sufficient quantities to obtain the lowest rate. For instance, it costs 25 cents to send one bag of grit from Boston, Mass., to Nashua, N. H., and it costs the same for two bags, while four bags will be delivered for 32 cents. It is advisable for customers to combine with their neighbors and buy goods in as large quantities as possible, so that they may obtain the benefit of the best prices and lowest freight rates.

Incubators take first-class rate in all territory. Brooders take third-class rate in Northeastern States, second-class in about all territory south of the Ohio River and first-class west of the Mississippi River. Feed takes fourth-class west of Mississippi River, fifth-class in Northeastern States and even lower in many of the South-eastern States. Will be pleased to quote rates to any point upon request.

Freight Rates per 100 Pounds from Buffalo, N. Y., to

	1st class	3d class	4th class		1st class	3d class	4th class
Atlanta, Ga.	\$1.28	\$0.96	\$0.74	Norfolk, Va.	\$0.59	\$0.41	\$0.28
Baltimore, Md.	.39	.28	.19	Ottawa, Ont.	.44	.30 1/2	.21 1/2
Binghamton, N. Y.	.33 1/2	.22 1/2	.15 1/2	Pittsburg, Pa.	.35	.22	.14 1/2
Cincinnati, Ohio.	.42	.27	.18 1/2	Raleigh, N. C.	1.09	.76	.56
Cleveland, Ohio.	.27 1/2	.20	.13	Rochester, N. Y.	.18	.11	.09
Harrisburg, Pa.	.39	.28	.19	Syracuse, N. Y.	.27	.18	.13 1/2
Jacksonville, Fla.	.95	.75	.70	Toledo, Ohio.	.36	.23	.16
Louisville, Ky.	.45	.30	.21	Toronto, Ont.	.30	.20	.15
Montgomery, Ala.	1.31	.97	.75	Troy, N. Y.	.34	.24	.17
New Orleans, La.	1.16	.79	.61	Washington, D. C.	.49	.41	.34

Freight Rates per 100 Pounds from New York, N. Y., to

	1st class	3d class	4th class		1st class	3d class	4th class
Atlantic City, N. J.	\$0.34	\$0.23	\$0.19	Kingston, N. Y.	\$0.20	\$0.14	\$0.12
Bridgeport, Conn.	.17	.12	.09	Newark, N. J.	.08	.06	.05
Burlington, N. J.	.22	.15	.12	Newburgh, N. Y.	.15	.11	.10
Camden, N. J.	.22	.15	.12	Philadelphia, Pa.	.22	.15	.12
Cape May, N. J.	.36	.23	.20	Poughkeepsie, N. Y.	.21	.13 1/2	.11
Carmel, N. Y.	.20	.15	.12	Reading, Pa.	.30	.21	.15
Danbury, Conn.	.19	.14	.11	Stamford, Conn.	.15	.11	.09
Easton, Pa.	.22	.15	.12	Trenton, N. J.	.20	.13	.09
Goshen, N. Y.	.26	.19	.14	Waterbury, Conn.	.20	.14	.11
Hudson, N. Y.	.24	.14	.12 1/2	Wilmington, Del.	.28	.19	.14

Freight Rates per 100 Pounds from Boston, Mass., to

	1st class	3d class	4th class		1st class	3d class	4th class
Augusta, Maine.	\$0.30	\$0.20	\$0.18	New Haven, Conn.	\$0.24	\$0.18	\$0.15
Ayer, Mass.	.12	.10	.07	Newport, R. I.	.20	.16	.12
Bangor, Maine.	.30	.20	.18	North Conway, N. H.	.26	.21	.16
Bellows Falls, Vt.	.30	.20	.15	Portland, Maine.	.20	.12 1/2	.10
Brattleboro, Vt.	.25	.19	.15	Providence, R. I.	.17	.11	.08
Concord, N. H.	.18	.15	.11	Rochester, N. H.	.19	.14	.11
Dover, N. H.	.19	.14	.11	Rutland, Vt.	.30	.22	.19
Fitchburg, Mass.	.15	.11	.09	Springfield, Mass.	.21	.15	.13
Greenfield, Mass.	.23	.18	.14	St. Johnsbury, Vt.	.45	.31	.21 1/2
Lewiston, Maine.	.30	.20	.17	Westerly, R. I.	.24	.18	.15
Manchester, N. H.	.15	.12	.09	Woonsocket, R. I.	.16	.11	.08
Nashua, N. H.	.13	.10	.09	Worcester, Mass.	.13	.10	.08

Freight Rates per 100 Pounds from Chicago, Ill., to

	1st class	3d class	4th class		1st class	3d class	4th class
Billings, Mont.	\$2.55	\$1.75	\$1.42	Natchez, Miss.	\$1.10	\$0.76 1/2	\$0.56
Bismarck, N. D.	1.58	1.05	.74	Owensboro, Ky.	.48	.30	.22
Cheyenne, Wyo.	2.05	1.25	.97	Pierre, S. D.	1.22	.80	.60
Indianapolis, Ind.	.31 1/2	.21 1/2	.14	Portland, Ore.	3.00	2.20	1.90
Lansing, Mich.	.36	.23	.16	Springfield, Ill.	.38 1/2	.24	.19
Madison, Wis.	.38 1/2	.25 1/2	.17 1/2	St. Louis, Mo.	.44 1/2	.28 1/2	.23
Nashville, Tenn.	.84 1/2	.58 1/2	.47	St. Paul, Minn.	.60	.40	.25

Freight Rates per 100 Pounds from Kansas City, Mo., to

	1st class	3d class	4th class		1st class	3d class	4th class
Denver, Colo.	\$1.25	\$0.80	\$0.65	Des Moines, Iowa.	\$0.60	\$0.35	\$0.27
Ft. Worth, Texas.	1.47	1.12	1.02	Little Rock, Ark.	1.10	.74	.62
Guthrie, O. T.	.95	.74	.64	Natchez, Miss.	1.15	.77	.60
Santa Fe, N. M.	1.70	1.35	1.20	Omaha, Neb.	.40	.25	.20
Topeka, Kas.	.29	.19	.15				

Freight Rates per 100 Pounds from Oakland, Cal., to

	1st class	3d class	4th class		1st class	3d class	4th class
Boise, Idaho (via Portland)	\$1.95	\$1.60	\$1.55	Lewiston, Idaho.	\$1.80	\$1.26	\$1.03
Los Angeles, Cal.	.60	.42 1/2	.37 1/2	Ashland, Ore.	1.63	1.34	1.26
Portland, Ore.	.51	.41	.41	Logan, Utah.	2.13	1.53	1.29
Seattle, Wash.	.96	.74	.70	Spokane, Wash.	1.80	1.26	1.03
Bakersfield, Cal.	.83	.72	.68	Fresno, Cal.	.55	.47	.44
Phoenix, Ariz.	2.24	1.69	1.55	Hollister, Cal.	.29	.24	.22
Salt Lake City, Utah.	1.72 1/2	1.28 1/2	1.07	Corning, Cal.	.60	.52	.46
Tucson, Ariz.	2.15	1.60	1.45	Hanford, Cal.	.63	.54	.51

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

THE PARADISE BROODERS



MOST SUCCESSFUL, CONVENIENT AND ECONOMICAL INDOOR BROODING DEVICE OF THE AGE. SUITABLE FOR ALL-YEAR-ROUND USE IN ANY WELL-LIGHTED ROOM OR APARTMENT. MAKES EARLY CHICKS A CERTAINTY. BEST POSSIBLE NURSERY FOR HARDENING NEWLY-HATCHED BROODS



ANNOUNCEMENT: Cyphers Incubator Company, for ten years past the world's largest manufacturers of incubators, brooders, poultry foods and standard supplies has bought a controlling interest in the capital stock of the Paradise Brooder Company, a New York State Corporation with an authorized capital of seventy thousand (\$70,000) dollars, *doing so because of our desire to add to our line of manufactures* the Paradise Indoor Brooder, which is built under broad and exclusive United States and Canadian patents owned solely by the Paradise Brooder Company. We have the sole right to manufacture and sell the Paradise Brooder.

EQUIPPED WITH A CYPHERS INCUBATOR, any size, and with one or more sections of the Paradise Brooder (one section will answer nicely for a No. 0 or No. 1 Incubator, whereas a complete four-section brooder should be used for the No. 2 and No. 3 Cyphers machines), the thrifty housewife or wide-awake poultryman can hatch and raise chicks *in any well-lighted living room* or other apartment with the minimum amount of labor and expense—and this can be done *early in the season* when prices are highest and the profits largest.

One or more Cyphers Incubators and one or more Paradise Brooders can be operated *in the same room*, the work thus being kept together, or the incubators can be operated to special advantage in a basement or cellar and the brooders in any ordinary living room—two brooders in a room that is 10 x 13

feet in size or larger, these brooders having a *combined capacity* of eight hundred chicks in sixteen separate lots of *fifty chicks each*, the ideal number per flock.

With this equipment there is no need of building costly poultry houses. The chicks in small or large numbers can be raised conveniently, economically and successfully *to broiler age* in this sectional one-lamp brooder, or they can be kept in the Paradise Brooder until the chicks have feathered, then they can be put out in cold brooders or roosting coops *with perfect safety* and will continue to do well.

For broilers that are to be raised to *eight, ten or twelve weeks old*, no better place can be found for their health, safety and rapid growth than the Paradise Brooder, but if the chicks are to be kept for breeding stock, requiring special development of *bone and muscle*, we advise that after the fourth or fifth week they be placed out upon the ground where they will get the full limit of exercise.

For brooding ducklings during their early and risky days, the Paradise Brooder is unexcelled. It furnishes a *continuous supply of fresh water* for them, yet the source and supply are protected so that they cannot get wet—a condition that often is fatal on account of chilling.

In brief, the Paradise Brooder can be used with ease, safety and success in any well-lighted apartment in any kind of a building *and by its use a man or woman who is resolved to do so can carry on quite an extensive business in raising chickens for the home table or for market with only a small outlay for reliable incubating and brooding equipment.*

THE PARADISE BROODER is just the thing for poultrymen dealing in day-old chicks who need comfortable and safe quarters in which to keep newly hatched chicks a few hours or a few days until they are shipped away on orders. *It is equally valuable for all persons who buy day-old chicks.*



FIG. 1.—Four-Section Paradise Brooder. Capacity, 400 chicks in eight separate lots of 50 chicks each.

DESCRIPTION OF PARADISE BROODERS

How they are made and how they are used—are unlike other brooders—the advantages are numerous and self-evident

ON the basis of our many years experience in the manufacture and sale of all styles of brooding apparatus we believe the Paradise, one-lamp, sectional brooder to be **the best indoor brooding device** invented thus far as a practical, convenient and satisfactory nursery for newly-hatched chicks and ducklings.

This brooder embodies **the correct principles** of brooding chicks and ducklings by artificial means, namely, heat, light, ventilation, room for exercise, fresh water, etc., **combined to an unequalled extent** with economy of installation, of space occupied, of fuel consumed, of labor required, of money invested and of **time and attention** in caring for the chicks.

Furthermore, the attendant has the chickens **under perfect control at all times**—in fact, can see the three or four hundred inmates of this thoroughly lighted brooder **at any moment almost at a glance**.

Another highly important point is that the chicks are **up off the floor** of the dwelling house room or other apartment in which the brooder is located and therefore **are away from the coldest atmosphere and from dangerous floor drafts**. They also are safe from the attack of rats, cats, etc.

ON MARKET FIVE YEARS:

The Paradise Brooder is the result of years of study and test by practical poultrymen. A number of these brooders were sold five years ago and it has been **in general public use four years**, giving good satisfaction. **It is sold in one, two, three or four sections**. The brooder complete consists of four sections and in this form

is the most economical and convenient, where a capacity of three hundred to five hundred chicks is desired. **Each section consists of two entirely separate apartments**, the rated capacity of each compartment being fifty to seventy-five newly-hatched chicks. Fifty chicks in each lot is the number recommended.

The illustration of the Paradise Brooder that is shown on the preceding page has eight separate compartments and an equal number of long, well-lighted runways **for as many different lots of chicks**. Chickens can be of one age and size, or of eight lots, varying in age from just hatched to several weeks old. Operator can use **one section or several sections at a time**—one lamp and water tank does for all. If preferred, one section only can be purchased originally (see illustration on this page) and then other sections can be added later as needed to meet requirements.

The Paradise Brooder is 3 feet wide and 7 feet long. A single section **is equivalent to two brooders** of the ordinary size, giving a capacity of one hundred to one hundred and fifty chicks. Each section is twelve inches high. The base section (shown complete on this

page) stands nineteen inches above the floor, to allow space for the heater, etc. This brooder is very easily set up and can be carried through any ordinary doorway.

METHOD OF HEATING:

Economy of heat is important in any brooder and in the Paradise Sectional Brooder we have the limit of economy, because 300, 400 or even 500 chickens can be brooded successfully at one time, **with one lamp**, and in a **small amount of space**. The ages of the chicks may vary from one day to eight weeks and yet all may be given the **proper hover temperature**.

The floor space of each section is 36 x 84 inches. There are **two distinct brooders in**



FIG. II.—Complete Base Section of Paradise Brooder. Includes Heater, Fresh-Air Box, Cover, Six Legs, Ventilating Cap and Large Water Can, which are sent with Base Section only. Section has two Separate Hovers and Runways and is equal to two ordinary brooders, each having a capacity of 50 to 75 newly-hatched chicks.

each section, with a capacity of fifty to seventy-five chicks each.

The heat generated by the safety oil stove ascends through the several sections and by means of dampers **conveniently arranged on each section** the variation and regulation of the heat supply to any hover compartment can be readily governed. Heat enters the hover by slight radiation from above, less from below, a little from one side, while from the other side there is a **constant yet mild inflow of pure, fresh, warmed air** entering the hover at all times. Also a body of warm air passes over the backs of the chicks constantly while they are in the hover compartment. A half-width glass partition or curtain **partly separates** the hover compartment from the runway and retains a body of fresh, warm air **over the backs of the chicks** while they are in the hover. See (n) Fig. V.

The lamp is not a safety device **in name only**, but in reality. The oil tank is located away from the flame, there being at no time **more than a spoonful of oil under or near the flame**. In this lamp the oil is kept cool by a current of outside air passing up

THE PARADISE BROODERS—HOW MADE AND HOW USED

through the center of the oil receptacle. This current of air also enters the center of the circular flame, **making combustion perfect** and thus insuring it against smoking. The filling of the oil tank is simple and in no way interferes with the flame. **There is only one lamp to look after**, whether you have one section or four sections.

THE PLAN OF VENTILATION:

Fresh, pure air is brought in through a pipe from outside the building and is warmed and distributed to each section. The shutting off of the heat supply does not interfere with the fresh air inlet. The constant movement of this current of air makes the ventilation perfect, regardless of weather conditions, there being **almost a complete change of air** in the hover every few minutes. This abun-



FIG. III.—Showing Paradise Brooder with four Sections, containing Eight Compartments and Eight Runways—Equivalent to Eight Separate Brooders, each having a capacity of 50 to 75 newly-hatched chicks. Notice the ease with which attendant can care for the chicks and clean the brooder.

dance of fresh air and oxygen makes the chicks **healthy, hungry and hardy**—the three essentials for success with chicks. The ventilator on the waste pipe above the machine carries out of the room all foul odors and thus **makes it safe and satisfactory** to brood large numbers of chicks in even a small room.

This automatic system of ventilation gives the chicks such outdoor conditions as are beneficial to them, while the detrimental conditions of outdoor brooding, **such as dampness, constant changes of temperature**, cold, driving winds and the many inconveniences in caring for an outside brooder,

are eliminated. The feeding, watering, caring for lamp and cleaning of the Paradise Brooder are all done indoors, **regardless of the weather**, making poultry keeping a pleasure instead of a hardship. Experienced poultrymen will acknowledge that fresh air is a feature sadly lacking in the average indoor box brooder, especially when **several of them** are used in one room or poultry building. The many lamps make the air foul. Thorough ventilation is one of the **strongest features** of the Paradise Brooder.

EXTRA WELL LIGHTED:

Light is as essential as oxygen, feed or water in the normal and rapid development of chicks. **The Paradise Brooder is the best lighted indoor or outdoor brooder on the market.** In this respect it has no equal. See illustrations. The hover compartment has a glass door which permits of a ready inspection of the chicks while in the hover, **without disturbing them.** The little chicks can be given their first meal in this hover compartment, where it is light, warm and comfortable. If the chicks are being forced specially **for broiler purposes**, a lamp, gas jet or electric light can be placed near the brooder at night, which will allow the chicks to eat and drink late at night, also extra early in the morning, and this plan will help materially in their quick development. When in use the brooder should be placed with the **screen end towards a window**, and in this position all parts of the runways and hovers will receive plenty of light during the day.

METHOD OF WATERING:

This is one of the best features of the Paradise Brooder. From a large can on top of brooder, the water is allowed to drip slowly into the first water cup in top section. This cup is placed in the middle partition **so that chicks from either side** can drink from it. The cups are **narrow and long** and the chicks cannot get into them and become wet or foul the water. From the top cup the water **passes along a spiral container** to the cup in the next section below and the water is thus aerated and purified while passing downward to each successive section.

The long cups permit **a dozen or more chicks** in each compartment to drink at one time. The cups are removable and can be cleaned and sterilized daily. The water in these cups **is constantly on the move** and being farthest from the heat of the hover it remains cool and refreshing at all times.

In the ordinary box brooder the water is liable to be neglected and becomes foul, and little chicks **that drink such water** soon develop bowel disease in one form or another and simply fade away, dying in large numbers. In the Paradise Brooder the running water, although the movement is merely drip by drip, **is always clean and fresh.** It gives you a contented feeling when you are absent from the chicks to know that they always have fresh water before them. The final drip from the lowest section passes into a pail, or can be conducted by pipe outside the room.

FEEDING

It is a real pleasure **to feed and care for the chicks** in this type of indoor brooder. Each section or compartment receives its allowance of food—varied to suit the age and condition of the chicks. The

THE PARADISE BROODERS—HOW MADE AND HOW USED

opening of the slide doors on the *end or side of runway* does not lower the hover temperature, which is located in the rear *or closed end*. If short-cut or shredded Alfalfa is kept on the floor of the runway and Cyphers Chick Food is scattered in this, it is a delight to watch the hardy little chicks scratching away even on cold wintry days.

This exercise is *essential for growth and development*. In the slide doors which enclose the runways are located neatly arranged sheet metal troughs in which a supply of grit, beef scrap and charcoal can be kept. They also can be used for forcing food in growing broilers. These troughs *tip upward and outward while being filled* and fall back again into place so that the chicks can pick in them, but cannot scratch out the contents. With this brooder there is *no need to travel long distances* either indoors or outdoors to care for and feed several broods of chicks. The attendant merely stands at the side of the brooder and can feed three to five hundred chicks *in a very few minutes*, all work being done indoors and in a standing position.

EASY TO KEEP CLEAN:

If a brooder is hard to clean *it will be neglected many times*. Filth is fatal to healthy chicks. While cleaning a compartment or section of a Paradise Brooder, the chicks are shut in the hover compartment by a dummy door and are kept there comfortably while the runways are brushed out. The slide doors in the side of brooder are removable and this *makes the runways easy to get at*, so that cleaning out does not seem like real work. The litter is all brushed out and falls in a long box kept under the brooder for this purpose. Each hover compartment is cleaned *from the rear end* through the slide door with glass panel. Moving this slide to one side *exposes the entire length* of the brooder. Meanwhile the chicks are in the runway end, eating and drinking in comfort.

It pays to clean daily, *hence the great practical value* of a convenient method for cleaning. In the Paradise Brooder there are no cloth curtains to retain filth and shut out health-giving light. The little chick can see from the end of runway, where it gets a drink, *right back through to the hover compartment*, and chicks always find their way back into the warm hover of this brooder without assistance. *There are no steps, no inclines* for them to learn how to use—*no dark corners* for the chicks to get lost in or to huddle in.

LARGE, LIGHT RUNWAYS:

The part of runway farthest from the hover compartment is enclosed by a screen slide door, both at side and end, and this section of the runway takes the temperature of the room which, to get the best results, should be about sixty degrees in cold weather. That part of the runway (between it and the warmest compartment) is enclosed by a glass slide door, which keeps the temperature a little

higher at this point than in the end of the runway farthest from the hover compartment proper.

To each section of the Paradise Brooder there are two distinct compartments, *each with its separate hover and separate runway*. A removable screen slide divides the section into these two compartments. Both compartments *can be used as one*, if desired.

The long, well-lighted runways with fresh, cool air make very satisfactory quarters for developing the chicks. Shallow boxes previously sown with rye *in about two inches of earth* will furnish the chicks excellent green food during the winter time and early



FIG. IV.—Showing how the sections of the Paradise Brooder are separable, including cover. The sections are light and easy to handle and will pass through any doorway. When tiered up the sections fit snugly one on the other, with cover on top.

spring. These boxes can be placed in the runways when the rye is about two inches high. After all is nipped off remove the boxes and *let the rye grow up again*. Several of these shallow boxes can be kept growing on shelves in the room or brooder house at all times. This plan *is of great help in raising winter broilers*.

Sprouted oats also are excellent for chicks four weeks old and older, but *should be given sparingly*. In the spring and summer white clover sod may be used with fine results—or any other tender green food that chicks are fond of on range. At all seasons of the year Alfalfa meal or steamed short-cut Alfalfa or Clover form a valuable substitute for fresh vegetation.

It is a fact that the broiler business has never been fully developed—chiefly because of the lack of proper

THE PARADISE BROODERS—HOW MADE AND HOW USED

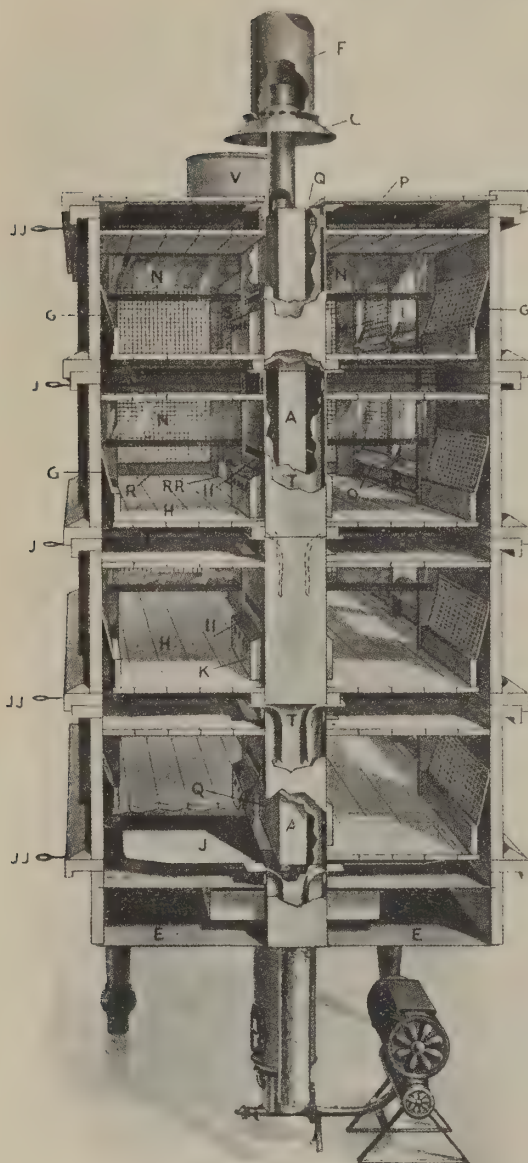


Fig. V.—Rear End of Four-Section Paradise Brooder Showing Heating and Ventilating System.

The hot air flue (a) conducts the hot air and fumes from the lamp (b) up through the several sections to the ventilating cap (c) placed near the ceiling of the room which carries away both the foul air from the room as well as the fumes from the lamp.

The cold fresh air taken in by a 3 inch pipe connection from outside the room enters the cold air box (d) which surrounds the lamp (b) and passes into the heating and expanding chamber (e). By pushing in the damper (j) against the hot air flue (a) this fresh warmed air is directed through the space underneath the floor, outward, then up through the screen (g) at the side of the hover compartments (h).

The foul air is constantly being withdrawn from this hover compartment (h) and passes through the opening (ii) in the side wall, into the space between the hot air flue (a) and the side wall of hover compartment (h).

If older chickens are kept in any section the bottom heat is taken away by pulling outward the damper as in (jj), which allows the warm air to pass upward without passing under and heating the floor, thus lowering the temperature.

(k) is the small shield covering what would be the warmest side of the hover compartment. This makes all sides of the hover compartment equal in heat radiation.

(l) is the glass slide door in the side of the runway next to hover compartment (h), while (m) is the screen slide door on the side of the runway farthest from the hover compartment.

(n) is the glass curtain which partially separates the hover compartment from the runway, and retains a body of fresh warmed air over the backs of the chicks while in the hover at all times, and yet allows the light to penetrate all parts of the hover.

(o) are feed troughs arranged in the slide doors which permit feeding without opening hover compartments or disturbing the chicks.

The open space (q) allows the excess of heat and foul air from the several sections to pass up and away to the ventilating cap (c).

(t) is the conducting flue for supplying fresh air to each hover compartment.

brooding facilities *for the early chicks*. The Paradise Brooder now makes it possible to brood successfully practically all the early chicks that are hatched and to grow them to broiler size in safe, comfortable quarters *in a remarkably short time*—two pound broilers in eight weeks or pound and a half broilers in six weeks. On a test in a room 16 x 20 feet, more than 3,000 broilers were raised successfully in one season.

FURTHER

ADVANTAGES:

If you are in the poultry business on a small scale, one section of the Paradise Brooder *with its two compartments* may be sufficient. As the business expands you can add more sections and tier them up; each fits securely on top of the other. *The one heating device does for all* and there is but one cover. As each new section is added the cover is raised and placed on top. See Fig. IV.

Chicks of different ages are right at home in this brooder—*each lot in a different compartment*, yet there is but one lamp to fill and care for. The temperature of any section can be regulated *for chicks of any age*.

It is a delight to feed, water and care for the chicks in this type of brooder—there is no heavy work, *no kneeling down on damp ground to fix the lamp*—everything is right up in front of you and indoors. The brooder is perfectly safe to use, being doubly protected by metal and air space with a standard safety lamp.

BEST FOR

THE NOVICE:

Being so easy to operate the Paradise Brooder is *just the thing for the novice or beginner*. Directions for operating are furnished with each brooder; also instructions as to methods of feeding. Chicks in these brooders do well from the very beginning and *grow steadily with no set-backs*. Unlike chicks kept in the average ill-lighted indoor box brooder, the chicks in the Paradise do not crowd, are not overheated, do not become chilled, *but have plenty of light and plenty of health-giving oxygen*, with fresh water to drink.

The experienced poultryman can readily see *the numerous advantages* of this brooder. Many such poultrymen are adopting it to replace old style box brooders of inferior construction, especially the indoor types. A single section requires more floor space than the ordinary box brooder, *but has a capacity of twice as many chicks*. Yet each one hundred chicks have a space of 3 x 7 feet. Remember that you do not have to shift the chicks in the Paradise Brooder to get a change of temperature. The dampers take care of the regulation of the temperature—a *separate damper for each compartment*.

CARE OF

THE CHICKS:

Chicks in the Paradise Brooder do not have to endure a temperature detrimental to their growth. *They are at liberty at all times to select a temperature that suits them*—that suits their age and the weather conditions. Keep hover compartment always warm enough; if too warm at any time the chicks will move out in the first runway (protected by glass) and will still be comfortable. Chicks in ordinary box brooders that must huddle in the dark hover half the time to keep warm *will not develop as rapidly as they should*.

In the Paradise we keep the hover compartment warm enough so that the chicks *will feel the heat quickly* then they will hurry out again and hustle and scratch for a few more grains of chick food scattered in the litter of each runway. A chick that never gets a chill and has blood that is well oxygenated (which can only be the case in a well ventilated brooder)

THE PARADISE BROODERS—HOW MADE AND HOW USED

will spend but little of its time in the hover compartment except at night. Many times we have heard poultrymen say, "I can hatch chicks, but brooding is the stick." **To these poultrymen we recommend the use of the Paradise Brooder.** For the basis of this recommendation see the sample reports herewith from actual users. This brooder is the result of years of study and experimentation **by practical poultrymen** and was thoroughly tested before being offered to the public.

PLACES TO USE: The Paradise Brooder can be operated with success in a dwelling house, store room, stable, poultry building **or other structure where the temperature does not go down to freezing.** It will give excellent satisfaction in any of these locations. No better or more convenient place can be found than near a window in a room in an ordinary dwelling—a **south or east room preferred**, where the sun will shine in on bright days. Two brooders complete, four sections each, having a combined capacity of eight hundred (800) chicks, can be operated with every convenience in a room 12 x 14 feet in size. Dimensions of each brooder (floor space) are 3 x 7 feet, and an eighteen or twenty-four inch aisle is needed at sides, and twenty-four or thirty inch aisle at ends, for convenience of attendant.

One of these brooders complete can be located to advantage **in each runway of an ordinary**

brooding house that is heated by hot-water pipes or equipped with individual floor brooders and will serve as a **first-class nursery for newly-hatched chicks**, thus greatly increasing the capacity of the house and giving the owner a place in which **to brood his youngest chicks** where they will be under perfect control every hour of the day or night.

FOR USE WITH GAS: Many customers will prefer to use gas, **either natural or artificial**, instead of oil, and in such cases we can supply the Paradise Brooder equipped with the Cyphers Blue-Flame Gas Burner instead of the usual oil heater. **If gas heater is desired it must be so stated on order.**

Price of Paradise Brooders

F. O. B. Buffalo, N. Y., Boston, Mass., New York City, N. Y., Chicago, Ill., and Kansas City, Mo.

Base Section, complete (including Heater, Fresh-Air Box, Cover, Legs, Ventilating Cap and Water Can, which are sent with Base Section only), crated ready for Shipment, with complete Directions for use **\$20.00**

Additional Sections, each **15.00**

Shipping Weight, crated: Base section, about 250 pounds; other sections, each, 150 pounds.

Sample Reports—The Paradise Brooders

"FOUR TO EIGHT WEEKS OLD"

Milford, Mich., September 3, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We brooded about 400 chicks in our Paradise Brooder last spring, **keeping them in it until they were four to eight weeks old and they did very well.** We regard the Paradise Brooder as the best mechanical brooding device we have used. We like the advantage of having the chicks in sight. **The Paradise Brooder is easy to operate and easy to clean.** The fresh air and fresh water are decided advantages. Furthermore, it is worth a good deal **to have your brooder indoors where you can attend to the chicks comfortably**—especially in bad weather.

M. PEARSON & SON.

HAD TWO—"RAISED 623 CHICKS"

Ochelate, Okla., September 7, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Last spring I bought and used two of your four-section Paradise Brooders—eight sections in all. **In these brooders I raised 623 chicks to three weeks old, and they were fine ones.** The first batch of chickens in this lot were hatched in one of your Cyphers Incubators, which I bought second-hand. A hatch came off April 1st and gave me 262 chicks out of 375 eggs set. Chicks in Paradise Brooder varied from 46 per section to 63. **I like the easy access to all parts of the Paradise Brooder, which makes it a pleasure to keep the brooder clean and look after the chicks.** I like it because **you can see the condition of every chick** at all times. I like it because it certainly is a labor saver without doubt, and last but not least I like it because it **shows up my chickens to such an advantage to the visitors.** I expect to build me an incubator cellar this fall with a brooder house above and shall construct an extra place for the Paradise Brooders for the purpose of making a display to visitors. **By this means I can handle my day-old chicks in them nicely and sell right from the brooders.**

FRED. P. SPRAUL, Sunny Slope Farm.

"ARE EASY TO KEEP SANITARY"

Muncie, Ind., October 18, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

The Paradise Brooders we purchased of you last spring **gave excellent satisfaction and seems to embody every feature necessary for the perfect health of the chicks.** There was no chilling or over-heating or stifling fumes to threaten the lives of the chicks. In this brooder pure air is always available **and they are easy to keep sanitary.** Our experience with the Paradise Brooder warrants a large sale for them among poultry raisers.

W. W. TUTTLE.

"IT IS IN A CLASS BY ITSELF"

Alliance, Ohio, September 3, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We pronounce your Paradise Brooder **a great success.** The brooder reached us late, but we had fine success with it and consider that it is **in a class by itself as an indoor brooding device.**

H. C. STRATTON.

"LARGE LOTS OF BABY CHICKS"

Fruitvale, Cal., October 19, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

The Paradise Brooder that I bought of you last spring **gave me entire satisfaction.** The only use I make of it is in **caring for large lots of baby chicks** for a few days until sold. It answers this purpose splendidly. I found that I **could put 100 in section for three or four days** and that they did fine in it.

J. S. STANSFIELD.

"ALL THAT YOU CLAIM FOR IT"

California, Mo., June 1, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

The Paradise Brooder arrived in good condition, has been in use several days **and is all that you claim for it.** I am delighted that now I have something to take care of the young chicks—a device that is easy to care for, **can be kept indoors** and that the chicks do well in.

E. B. CRANE, D. D. S.

"BROODED 230 CHICKS IN IT"

Buffalo, N. Y., September 3, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We used one of your Paradise Brooders last spring and brooded 230 chicks in it. **This brooder cannot be excelled.** We prefer it **to any other method** of brooding we have ever tried.

REV. J. C. BUDENHEIM.

"BABY CHICKS KEPT ON SALE"

Rochester, N. Y., October 31, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have had real good success with the Paradise Brooder **used in our store for baby chicks kept on sale.** Took care of hundreds of chickens the past season in this way. It is the **best indoor brooding device** that I have come across.

GEO. H. LATHROP,
Proprietor Lathrop Pet Stock Shop.



TWO PARADISE BROODERS (COMPLETE) IN LIVING ROOM, 12 x 14 FEET.

Dwelling House Room, 12 x 14 feet, with two windows is an ideal location for two complete Paradise Brooders holding a total of 800 chicks—sixteen different lots of 50 chicks each, ages varying from just hatched to several weeks old. Leaves 2½-foot passageway at ends of brooders, 2 feet aisle against each wall, and 4 feet of space between the two brooders. Most practical, convenient, safe and economical way for the average poultry raiser to brood large numbers of chicks in winter and early spring while weather is cold and changeable.

"THEY DISCARDED THE FLOOR BROODERS"

Athol Springs, N. Y., January 15, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

I installed a Four-section Paradise Brooder in my stable last March on the Lake Shore and **raised chickens in it all spring and summer with fine success.** There was no auxiliary heat in the stable and the double doors were opened a number of times each day. I now have it in operation in an unheated room of my new poultry house. At first my men—gardeners by trade—looked askance at this type of brooder, but **it was not long before they discarded the floor brooders for this one and now they are not willing to use anything else.** I shall order more of them this season.

H. A. FORMAN.

"I WOULD NOT BE WITHOUT IT"

Mansfield, Mass., October 20, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

Regarding the Paradise Brooder which I bought of you last April, I am pleased to state that **it has given satisfaction at every point.** I derived much pleasure and amusement showing and explaining it to friends and poultrymen, as none had ever seen one before.

I used this brooder through April, May and June as a nursery for baby chicks until they were two or three weeks old. My hatches came along so fast that I **had to remove them at this stage** to make room for the newly-hatched chicks.

The chicks averaged remarkable growth while in the Paradise Brooder and suffered no set-back when removed to cold box brooders. During the season I **brooded about 1,000 chicks in the Paradise** for a period of two to three weeks and I will say frankly that I know of **nothing which is better suited to this work** than the Paradise Brooder. I would not be without it for much more than it cost.

During the summer we had frequent thunder storms which came up so suddenly that **many times our chicks out of doors** that were running at large were caught and thoroughly drenched. I made it a practice to light the brooder lamp of the **Paradise Brooder** on the approach of a storm and then to gather up all the wet chicks I could find and dump them into the brooder, where they dried off nicely in a short time **and were then as bright as ever.** In this way I saved many a chick, as a severe wetting and the chill contracted by the slow drying in the cold air is often fatal to young chicks.

W. A. BRADFORD.

"GREAT SUCCESS WITH PARADISE BROODER"

Muncie, Ind., October 20, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

I have had great success with my Paradise Brooder for the last season and am convinced that it is the equal of any brooding device on the market. **An indoor brooding device of this kind is a great convenience.**

E. S. WILLIAMSON.

DURING ALL SEASONS OF THE YEAR

Buffalo, N. Y., October 28, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

Gentlemen:—Agreeable to the promise made last year to report **our further experience** with the Paradise Brooder, I can say that we continued its use **all last winter and spring** and late into the summer, **with less loss of chicks than by any other method of brooding—natural or artificial.** We were so successful that we have installed another Paradise, and if we had the room for it would purchase a third.

We now have Brooder No. 1 filled with 134 chicks which were put in October 11th. **All are doing well.** These will be kept in the brooder until they are practically grown to broiler size or are eight to twelve weeks old—**just as we did last season,** successfully and repeatedly.

We hatch all our chicks artificially by the use of electricity. Before refilling the Paradise Brooder with a new lot of chicks, we put it into a small air-tight shed and burn a formaldehyde candle one day and a sulphur candle the next, so that no vermin or infection can be found. **Our chicks remain as clean and healthy as when they come from the incubator.**

Our No. 2 Paradise Brooder will be filled November 4th and we shall continue to raise a brooderful of chicks every month this fall and winter.

The chicks are taken from the incubators **and placed directly into the Paradise Brooders.** After the chicks are a week old we place in each compartment of the brooder an iron pan about 9 x 12 inches, filled with white clover sod. **The supply of sod is renewed each day.** This furnishes green food and earth in which the chicks can scratch during the spring, summer and fall. In the winter we furnish sprouted oats.

The Paradise Brooder makes the raising of chicks the least of the troubles connected with poultry culture.

Our experience shows that a much larger percentage of chicks can be raised in this brooder **than can be done by any other method.** The chicks are constantly in plain view and therefore can be given the proper care.

GEO. URBAN, Jr.

HATCHING CHICKENS BY ELECTRICITY

EASIEST, CLEANEST AND SAFEST METHOD KNOWN TO MANKIND
FOR HATCHING AND BROODING CHICKS AND DUCKLINGS

IMAGINE the process of successful incubation by artificial means reduced to the mere task of unscrewing an incandescent lamp from its socket in any room, office or other apartment, by screwing into its place a screw-plug attached to a cord, then turning the key on the light fixture, the same exactly as you do when you turn on an electric light—imagine this simple operation and you have done *all there is to do* in furnishing heat, ventilation, moisture and automatic regulation to hatch chicks or ducklings in a Cyphers Electric Incubator, or to brood them in a Cyphers Electric Brooder.

For the moment *compare this method* with the use of coal oil lamps for heating an incubator. There is the oil to be bought, the can to be taken care of, the leakage and spilled oil to be reckoned with, etc. Then there is the lamp to be filled, the burner to be cleaned, the wick to be trimmed and the oil bowl to be emptied of sediment. Next, there is the smell of oil, the danger of smoking, the fire risk from the use of matches, etc.

By the use of electricity all these necessary annoyances with an oil lamp *are entirely avoided*. There is no dirt, no smoke, no fumes. There is absolutely no danger from fire; therefore, a Cyphers Electric Incubator can be used with convenience and safety *in any living room*, in an office building—in any apartment whatsoever, with pleasure and comfort.

Read on pages 87 and 88 what our customers say—*that is the test*. As for hatching qualities, these electric machines *embody the same correct principles* as do the Standard Cyphers oil heated incubators, and men and women who are using our electrobatators claim that in their opinion there could be no better method of hatching. Please read the sample reports—as many of them as we could find room for in this big catalogue; they are all signed and dated.

Cyphers Incubator Company is the originator of Electric Incubating and Brooding Devices of practical value. At present this Company is the sole patentee and manufacturer of Electric Incubators and Brooders. Our investigations in this field were begun more than eleven years ago, and successful hatches were made by us, using electricity as the heating element, as far back as the spring of 1899. After years of experimental work in the laboratories of the Company, Electric Incubation was demonstrated to be *practical, economical and desirable*. The different styles of apparatus that have been devised and patented by us are illustrated and briefly described herewith.

Cyphers Incubator Company is *proud to be the first in the field* in developing and introducing this process of hatching and rearing domestic poultry by artificial means. How popular it is destined to become *is fairly indicated by what the pioneer users of this method have to say* in the sample reports herewith—on pages 87 and 88. Note that these reports are from all parts of the United States.

TWO IMPORTANT REQUIREMENTS

In devising and improving the electrical incubating and brooding apparatus offered for sale by this Company, particular attention has been paid to two important requirements:—

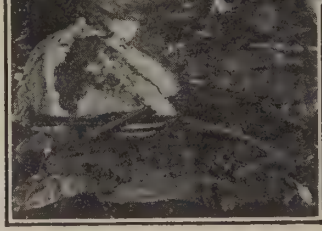
FIRST—These devices operate successfully by the use of the electric lighting current obtainable from an ordinary incandescent light fixture in any residence, office building or other structure that is equipped for electric lighting or with electric power, and where current is supplied twenty-four hours of every day, Sundays included, during the hatching season of the year.

SECOND—All electrical devices offered for sale by this Company *are built in strict conformity with the "National Electric Code"* of the Underwriters National Electric Association and *are inspected and labeled by the Underwriters Laboratories (Inc.)*, under the direction of the National Board of Fire Underwriters.



"ELECTROBATATOR" (Registered Trade-Mark.)
No. 1—Capacity 60 Eggs.

Fig. 1.—An Electrically Heated and Regulated Incubator designed expressly for poultry keepers who require small hatching capacity. Fire-Proofed and bears Fire Underwriters "Inspected Incubator" label. See price list, page 86.



Mr. Urban's Electric Hatched Chickens

Two Generations of Leghorns; Second Generation Laying Before Parent Stock Was Year Old.

(See Mr. Urban's Letter on Page 88.)

1.—Black Langshan Cockerels and Pullets, electric hatched and brooded. 2.—Original Nine White Leghorns hatched at Buffalo Industrial Exposition week of December 12-19, 1908. 3.—Same birds grown. 4.—Nine Daughters of Original White Leghorns. 5.—First two eggs laid, May 14, 1909, by Original Leghorns when they were three days less than five months old. 6.—Flock of Urban Farm White Plymouth Rocks, electric hatched and brooded.

HATCHING CHICKENS BY ELECTRICITY

These incubating and brooding devices can be used, therefore, in any building, **no matter how valuable**, without objection on the part of the fire insurance companies, when properly installed.

The advantages of the use of electricity for incubating and brooding purposes are many. Briefly, they are: Economy in use, labor included; convenience in location of incubator; absence of fumes and gases; perfect distribution of heat in the egg chamber; simplicity and accuracy of regulation.

COST OF OPERATION

Tests have demonstrated that it costs about one half more to operate an incubator of any given size by electricity, at the average rates for current, than it does by the use of kerosene oil,—when no account is taken of the labor saved. The actual cost varies from 50 cents to 80 cents per hatch for the No. 1 Electrobator holding five dozen eggs, and from 60 cents to 90 cents for the No. 2 Electrobator holding ten dozen hen eggs—see reports of users, pages 87 and 88.



"ELECTROBATOR" (Registered Trade-Mark.)

No. 2—Capacity 120 Eggs.

No. II.—Can be used in any building, in any room, with perfect safety. No dirt, fumes or smoke. For price list see page 86.

An electrically heated incubator, being entirely free from odor and gases, can be operated in a living room where the temperature averages above 70 degrees and therefore comparatively little electric heat (or current) is required to create and maintain a hatching temperature of 103 degrees in the well-insulated egg chamber.

When electricity is used the labor item **is practically nothing**. There is no lamp to be cleaned and filled, no wick to be trimmed, no dirt, no waste, and the machine can be located where it will be the most convenient for the caretaker.

An electrically operated incubator or brooder has another advantage over a lamp heated machine. We refer to the fact that in the electric incubator the heat (or current) is "cut out" as soon as the temperature in the egg chamber reaches 103 degrees, and thereupon **all expense stops instantly**, whereas when the regulator on a lamp machine opens the damper above the lamp flame, the consumption of oil continues, the surplus heat being discharged into the apartment in which the machine is located.

CURRENT SHUT OFF

Persons who read these lines may ask, "What about accidents to electric power plants, shut-downs for repairs, etc.?" Little anxiety need be felt on this score. In the first place, a shut-down or "absence" of current during a period of **one to ten hours** will not harmfully affect the hatching of chicks and ducklings by use of the electric devices here described. We make this statement on the basis of repeated tests, ranging from one to twelve hours.

In the second place, comparatively few shut-downs now occur from any cause in operating electric light and power plants, and those that do occur seldom last more than thirty to sixty minutes. If in any doubt on this point, consult the management of your home-town electric light plant. In cities these shut-downs are now decidedly infrequent. Buildings that rely upon electricity for light cannot be left in darkness for any considerable length of time—nor are they.

ELECTROPLANES

"Electroplane" is our trade name for an asbestos board, metal-bound, electrically heated and regulated diaphragm, designed for use in the upper part of the egg chamber, either in an Electrobator, our registered trade-mark name for an electric incubator, or in an ordinary lamp machine such as the No. 0 and No. 1 Standard Incubators, or in the Electrohover, our electric brooding device. Fig. III shows an Electroplane, equipped with an electric thermostat invented by us expressly for this use.

Fig. IV shows the method by which an oil-heated Standard Cyphers Incubator can be readily converted into an electrically heated and regulated machine—the owner quickly and easily making the alterations. Numerous customers have made this change and we have not received a single report of failure. As a rule, excellent hatches have been obtained.

ELECTROBATERS—TWO SIZES

"Electrobator" is our registered trade name for an electric incubator, built in two sizes, designed for the use of poultry raisers who reside in cities or villages where ordinary electric lighting current is obtainable, and who do not require large hatching capacity. The No. 1 Electrobator holds five dozen (60) eggs, and the No. 2 size holds ten dozen (120) eggs. Both sizes have wooden cases built of quarter-sawed oak with mission finish, which gives them an appearance as attractive as a music box.

To use an Electrobator, the operator has but to unscrew a glass bulb from an incandescent light fixture in any house, office building or store, and then screw the loose end of the cord to the fixture in place of the glass bulb. **Nothing could be simpler.** Inasmuch as no odor, gas or dirt of any kind attaches to the use of an Electrobator it can be operated and will do satisfactory work in living apartments where the owner of a lamp machine would not find it desirable to run an incubator heated by kerosene oil.

The Electrobator is as odorless and as free from dirt in all respects as an ordinary electric light fixture and is practically as easy to use. The operator merely turns the button of an ordinary electric light

HATCHING CHICKENS BY ELECTRICITY

fixture and "the silent current does the rest." The heat distribution is very equal, regulation is automatic and high percentage hatches of large, strong and vigorous chicks are the result.

ELECTROHOVER (Adaptable)

This device is shown to advantage in Fig. V, on page 87. Its use is to take care of the chicks and



THE "ELECTROPLANE" (Trade-Name.)

Fig. III.—An Electric, Self-regulating, Non-inflammable, Fire-proof Heater for use in Standard Cyphers No. 0, No. 1 and No. 2 Incubators. Each Electroplane, as a separate heating device, bears "Inspected Incubator" label of Fire Insurance Underwriters.

ducklings after they are hatched. This hover is adaptable to almost any location. It can be inserted in an ordinary brooder, either indoor or outdoor, or can be used independently. Is fire-proof throughout and **bears the official inspection label** of the associated fire insurance companies.

We also furnish a wooden case similar to the Style D Oil-Heated Brooder (see page 87) to customers who desire to operate the hover in a room not supplied with auxiliary heat.

ELECTROHEN, OR GLASS GLOBE INCUBATOR

"Electrohen" is our trade name for a unique and artistic oval glass electric hatching device that is used **for advertising and educational purposes**—for advertising purposes at poultry shows, in store windows, etc.; for educational purposes in college and high school laboratories, in class rooms and kindergartens for Nature study, etc.

As is the case with an Electroborator—also with Standard Cyphers lamp machines of the ordinary type that have been equipped with Electroplanes—this attractive novelty, the Electrohen, **is readily connected to any electric lighting circuit**, either alternating or direct current, of 104 or 110 volts, by use of the flexible cord and screw plug, which we furnish with every device. It is only necessary to "turn the button" and sufficient heat will be provided in the Electrohen for **hatching and brooding the chicks at the same time in the one machine**.

The Electrohen, like the other electrical apparatus here described, is entirely free from odors, escaping gas or other offensive elements, hence can be introduced into the handsomely furnished and electrically equipped homes or offices of fastidious persons, including professional or business men, also into schoolrooms or laboratories **without inconvenience or disagreeable effects**.

Price List of Electrical Incubating and Brooding Devices

Each incubator or brooder is shipped complete, ready for immediate use, equipped with new style thermostat, special thermometer, necessary plugs and fixtures, ten feet of reinforced flexible cord, and illustrated circular of directions for installation and use; boxed securely for shipment.

ELECTROPLANE, No. 0 size, dimensions 14 x 12 $\frac{3}{4}$ inches; for use in Cyphers No. 0 Oil Incubator; weight, 15 pounds..... \$ 8.00

ELECTROPLANE, No. 1 size, dimensions 23 x 14 $\frac{3}{4}$ inches; for use in Cyphers No. 1 Oil Incubator; weight, 20 pounds..... 10.00

ELECTROPLANE, No. 2 size, 12 $\frac{1}{2}$ x 28 inches; for use in Cyphers No. 2 Oil Incubator; weight, 30 pounds complete, per pr. 18.00

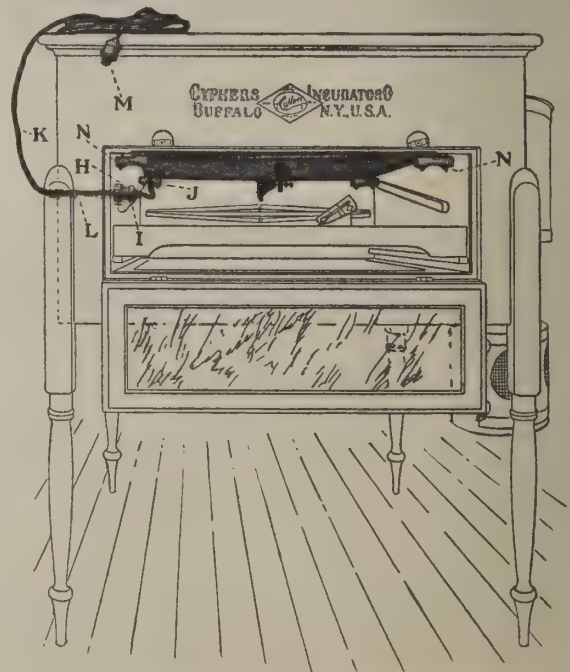
ELECTROBORATOR, No. 1 size, 60-Egg Capacity; weight, 40 lbs. 16.00

ELECTROBORATOR, No. 2 size, 120-Egg Capacity; weight, 65 pounds... 20.00

ELECTROHOVER, ADAPTABLE, dimensions, 21 inches in diameter, 9 $\frac{1}{4}$ inches in height; weight, 30 pounds..... 10.00

ELECTRIC BROODER, complete, with Electrohover and Wooden Case; weight, 60 lbs. 14.00

ELECTROHEN, or Glass Globe Incubator; weight, 65 pounds..... 25.00



"ELECTROPLANE" IN POSITION.

Fig. IV.—Shows Outline Drawing of No. 1 Standard Cyphers Incubator of lamp-heated type converted into an Electric Incubator by substituting an "Electroplane" for removable top diaphragm and attaching outer end of 10-foot flexible cord to ordinary electric light lamp socket. Scores of these Electroplanes have been put to this use and are giving complete satisfaction.

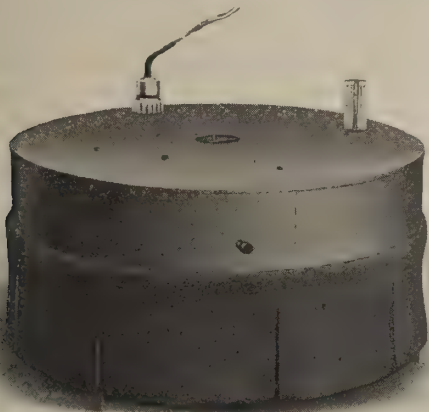
Sample Reports—Electrical Incubators and Brooders

"92 CHICKS FROM 96 FERTILE EGGS"

Huntington, L. I., N. Y., April 28, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

It gives me pleasure to inform you that we have just taken off a hatch of 92 chicks from 96 fertile eggs in your No. 2 Electrobator. There was a steady temperature throughout the entire hatch and we did not find it necessary to supply moisture. Needless to say, *I am much pleased with this splendid hatch*, my first one by the use of electricity. J. J. GEOGHEGAN.



ELECTROHOVER—ADAPTABLE.

Fig. V.—An Electrically Heated, Non-Combustible, Self-Regulating Brooding Device for use in any make of brooder, either Indoor or Outdoor, that is sufficiently large to accommodate a Hover twenty-one inches in diameter and ten inches in height. Is fire-proofed and each Hover bears Fire Underwriters' "Inspected Brooder" label. Also used separately in any moderately warm apartment.

"PHEASANT, GROUSE AND QUAIL EGGS"

Salisbury, Md., August 24, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Replying to your letter of inquiry, beg to say that your Electrobators are more satisfactory in my line of hatching than your lamp machines. *This line is the incubation of pheasant, grouse, partridge, quail and wild duck eggs.*

My best hatch was 93 per cent. and the lowest 74½ per cent. of fertile eggs. In my estimation the labor and time required on a lamp machine *more than covers the cost of the electric current*, over and above that of oil. You can pretty nearly guess my opinion of your Electrobator when I inform you that *I trusted same with eggs that cost \$45.00 per dozen* in preference to placing them under hens.

To me the cost of operation is of little consequence, *in comparison with the satisfactory results obtained*—and when these results are divided by actual cost, the cost per chick is too small a matter for argument.

The oil man need never come again to my incubator room, *as I shall put in more of the Electrobators this fall*, having disposed of your lamp machines. Not that your lamp machines did not give satisfaction—on the contrary, they have proved to be the best hatchers I ever operated run by oil, and I have tried all the leading makes, but my choice is electricity and *I shall use your Electrobators exclusively in future.*

W. L. EDISON.

"ENTHUSIASTIC ABOUT ELECTRIC MACHINES"

HOWARD S. LYTLE

Breeder of

HIGH CLASS WHITE WYANDOTTES.

Winners at Chicago, Indianapolis, Etc.

Mattoon, Ill., May 10, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Relative to the merits of Cyphers Incubators and Brooders I have this to say: Have used *both your Electric and Oil-Heated Incubators and Brooders* exclusively for the past two seasons and have invariably had good results.

I am especially enthusiastic about the electric machines, as the temperature always stays where you put it. No matter how suddenly the weather changes, you always can depend upon the temperature in the Electrobator being uniform. *Have had fine success in the use of electricity and recommend your machines without hesitation.*

HOWARD S. LYTLE.

"SHALL NOT USE ANY OTHER MACHINE"

Athens, Ga., August 5, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Want to say that your Electric Incubator is the *best and easiest operated hatching machine that I know of*. Through the Season I have averaged about 85 per cent. of the fertile eggs. The cost of operating has been *about seventy-five cents for three weeks.*

I shall not use any other kind of incubator this coming season. I hatched a few chicks with hens last season and *my Electrobator chicks were fully as strong and vigorous as those hatched by the hens*; in fact, you could not tell the difference today.

R. E. BRODBERRY.

OPERATED IN BUTLER'S PANTRY

Beloit, Kansas, August 6, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I used your Electric Incubator last season *and was highly pleased with it*. The automatic arrangement for regulating the heat is perfect. The *freedom from smoke and dirt* incidental to the use of oil lamps in the old style incubator, together with the *absolute protection from fire risk*, makes the electric system a perfect one for the hatching of chickens. I placed my Cyphers Electrobator *in the butler's pantry* and the care for it was of no inconvenience at all.

MRS. R. M. ANDERSON, 909 North Mill St.

"PERCENTAGES PERFECTLY SATISFACTORY"

ELECTRIC POULTRY PLANT

Breeders of Single and Rose Comb Rhode Island Reds and Single Comb Black and White Orpingtons.

All Stock Hatched In Electric Incubators.

Winners Highest Awards Virginia State Fair and Virginia Poultry Exhibit, 1909 and 1910.

Barton Heights, Va., August 29, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

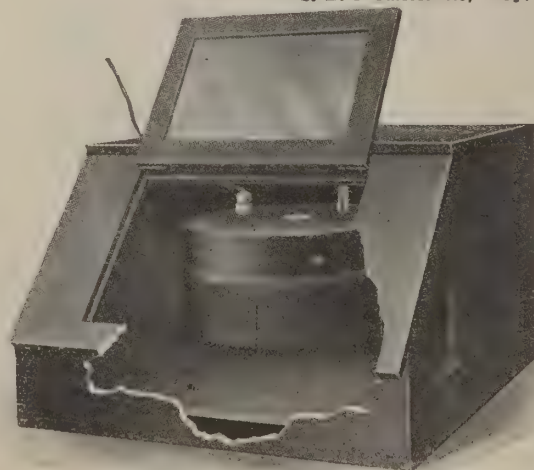
We have been using your Electric Incubators (the Electrobators) for two years, *hatching many fine chicks in them*. We first started with your 60-egg machine, in order that we might make a test of its ability to hatch. After using same for some time we decided to put in two of your 120-egg Electrobators, *so much pleased were we with the results.*

We have found these Electrobators to be of little or no trouble, as they are practically self-regulating. *The percentage of chicks hatched from fertile eggs has been perfectly satisfactory* and we have no hesitancy in recommending them to any one desiring a first-class incubator.

Several of your Electrobators have been sold in this city on the strength of our recommendation *and in every case they have met the requirements* of those purchasing.

The chickens hatched in our Electrobators *have proved to be as healthy as any we have raised by hens*—in fact, we consider the incubator chicks superior to those hatched by hens. We took first prize at the Virginia State Poultry Association *on birds hatched in our electric incubators.*

ELECTRIC POULTRY PLANT,
G. B. Mountcastle, Prop.



ELECTRIC BROODER, COMPLETE.

Fig. VI.—Shows Hover in Brooder Case for use anywhere that newly-hatched chicks can be kept with safety. Price list on page 86.

SAMPLE REPORTS—ELECTRICAL INCUBATORS AND BROODERS



"THE ELECTROHEN" (Trade-Name.)

Fig. VII.—An Oval Glass, Electric Hatching Device used for Advertising and Educational Purposes—For Advertising Purposes in Store Windows, at Poultry Shows, etc.; for Educational Purposes in College and High School Laboratories, in Classrooms and Kindergartens for Nature Study, etc. Each device bears Fire Underwriters' "Inspected Incubator" label. Price list, page 86.

"ALL CHICKS LARGE AND STRONG"

Ambler, Pa., August 2, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We are delighted with the 120-egg Cyphers Electrobator. Have gotten as high as 90 per cent. of the fertile eggs—all chicks being large and strong.

The Electrobator bears the same relation to the oil heated incubator that electric lights do to the oil lamps! *That expresses our opinion of your electric hatcher.*

As near as we can estimate the cost for current, it was in the neighborhood of \$1.00 per hatch—less rather than more. This cost is greater than with oil, *but considering all things we believe the cost is less.*

We turned the eggs twice daily and cooled them once a day, but *paid no further attention to the machine.* We have an elegant lot of Buff Orpingtons as a result of our test of your Electrobator. With us oil incubators in future *will be relics of the past*—so long as we have access to an electric current.

W. F. PATTERSON.

"PRACTICAL, INEXPENSIVE, CLEAN, SAFE"

Danvers, Mass., August 19, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

For three seasons I ran a little incubator of another make and it gave me remarkable hatches, *but required far too much care.* It had to be watched almost constantly in order to keep the temperature at 103 degrees.

Last spring I bought one of your Electrobators. As it had no lamp to produce odors I *kept it in my room* and operated it there. Positively the only labor was to turn the eggs! Throughout entire hatches the machine *varied less than one degree* either way from the required temperature of 103 degrees.

The cost of running this Electrobator is *very low, surprisingly so.* The increased cost over oil is more than made up by the time and trouble saved. *I can heartily recommend your Electrobator as thoroughly practical, inexpensive, clean and safe.*

THEO. C. BROWNE.

"I NOW HAVE FORTY PULLETS"

Glen Cove, N. Y., August 10, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

In reference to your Electric Incubator, I wish to advise you that I purchased a No. 2, 120-egg Electrobator last February and *started a hatch March 1st* with 110 eggs, which tested down to 80 that appeared to be fertile. From the eggs left in the machine I obtained 68 fine chicks *at a cost of 90 cents for electricity.*

I ran this machine three times last spring and *on no hatch was my cost more than 90 cents.* I had just as good luck in the other hatches as I did on my first. *My chicks all lived excepting four* and their loss was no fault of the machine.

Out of my first hatch *I now have forty pullets* that should be laying within the next two or three weeks. I very much favor the electric incubator for several reasons, the chief one being *the small amount of labor in operating it*, also in doing away with the smell and danger of oil and the small cost of bringing off the hatch.

I can honestly recommend your Electrobator to all poultrymen who are situated so that they can get electric current.

H. W. VALENTINE.

"76 FINE LIVELY CHICKS"

Paris, Tenn., April 15, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Was waiting for a hatch in one of your Electric machines before writing you. *Your Electrobator is a success!* Mr. Dumas, this morning, took 76 fine lively chicks from our No. 2 Electrobator, one day ahead of time. *We shall want more of these machines for early fall delivery.*

J. W. BLANTON & CO.

"WONDERFUL SUCCESS WITH YOUR ELECTROBATORS"

CHARLES R. HUNTLEY, President & Gen'l Manager
GEORGE URBAN, JR., 1st Vice President
DANIEL T. NASH, Secretary & Treasurer

Cyphers Incubator Company, Buffalo, N. Y.—

You may remember that at the close of the Buffalo Industrial Exposition which was held during the week ending December 19, 1908, I got from you some White Leghorn chicks that you had hatched in your Electrobator which was on exhibition there. I saved nine pullets and a cockerel, and raised them in one of your Style C Brooders. They have done so well that I feel sure you will be interested in knowing of the record they have made.

When they were three days less than five months old they began to lay. That was on the 14th of May, and they have laid splendidly ever since. The following is their record beginning with the 14th of May and ending with the 30th of September, 1909: 14th May to 31st May, 35 eggs; June 1st to 30th, 140 eggs; July 1st to 31st, 181 eggs; August 1st to 31st, 145 eggs; Sept. 1st to 30th, 132 eggs. A total of 632 eggs in 136 days from nine young pullets.

During the above period you will notice that there were only two days on which we did not get an egg, and that was before they were fairly started, namely: on the 15th and 21st of May. From the 14th of May down to yesterday these nine pullets have laid 632 eggs. This speaks well indeed for the egg-laying qualities of the birds from your farm.

I have had wonderful success in hatching eggs in your Electrobators, of which I have had three in operation. The hatches have ranged from 85 per cent. to 92 per cent. of the eggs, and the chicks generally come out early, the hatch being complete by the 21st day of incubation; and the chicks are always very strong and active.

You will be further interested in knowing that on the 2nd day of July we hatched our first chicks from eggs laid by these nine pullets and it is my opinion that it will not be long before these newly hatched chicks will be laying. I am certain they will lay within a year from the time their parents were hatched. This will give me two generations, both laying within twelve months. I am sending you a photograph of the nine original pullets, now mothers; also a photograph of the nine chicks, their daughters. These photographs were taken on the 14th of August.

I can not speak too highly of the stock from your poultry farm, and the Electrobators and Brooders you manufacture. They excel anything I have used during the many years I have bred poultry for pleasure—and not without profit.

Yours respectfully,

Geo. Urban, Jr.

NOTE—See photos of fowls on page 84.

CYPHERS MAMMOTH INCUBATORS

FOR CUSTOM HATCHING, FOR THE DAY-OLD CHICK
TRADE AND FOR USE ON EGG FARMS, DUCK RANCHES,
ETC. CAPACITIES RANGE FROM 4,000 TO 60,000 EGGS

DURING the last three or four years what is known as "custom hatching"—the hatching of eggs *in small or large lots* for other people—has become a regular branch of the poultry industry of America, and the sale and shipment of day-old chicks has increased very rapidly.

This country learned the day-old chick business from England. Over there the distances are short and it was natural that some one would find it convenient to put twenty-five or fifty newly-hatched chicks in a basket or well-ventilated box and then ask some friend *or an express agent* to carry them a few miles for delivery to another friend or to a customer.

It is well known among poultry raisers that little chicks *do not need to be fed* during the first day or two of their lives—that it is better for them if they are not given a morsel of food during this period. For thirty-six to forty-eight hours they will live comfortably on the nourishment they obtain by absorbing the yolk of the egg. Nor do they require anything to drink during this time.

This condition of affairs *makes it possible and practical* for poultry raisers to ship day-old or newly-hatched chicks by fast express to any distant point or railway station that can be reached within forty-eight hours—and this means five hundred to a thousand miles or more in this age of rapid transportation, depending on the section of the country and the daily train service.

CUSTOM HATCHING IS VERY OLD:

Long before the dawn of the Christian Era the Egyptians did custom hatching on much the same plan that Americans are now adopting, and "the children of the Nile" have kept it up *through all the centuries*. A popular size of Egyptian incubatory, or "hatching oven," as it is called, is 60 x 100 feet. It is built of crude brick or baked mud and holds 150,000 hen eggs at one filling.

When the big incubatory is about ready to begin a season's work, eggs for hatching *are advertised for in one way or another*, and these eggs are brought in on donkeys' backs in special wicker baskets, each holding 500 to 1,000 eggs. Later the chicks are returned or delivered to the owners of the eggs, a reasonable charge being made for each egg incubated.

We can well imagine that in the course of time a Mammoth Incubator, or "public hatchery," will be

located *in each popular trading center* throughout the agricultural districts of the modern world, also in the suburbs of all large cities. To these public hatcheries poultry raisers, including farmers or farmers' wives, will take their eggs in dozen, hundred or thousand lots *to be hatched for them*. This will be bringing the old Egyptian method down to date, except that we shall use modern vehicles and the express companies and railroads in place of donkeys.

Custom hatching is now being done in the United States at a charge of one to three cents per egg, depending on the section of the country and the *value of the eggs to be incubated*. One cent per egg is a fair price for eggs from average farm stock, but two cents or even three cents per egg should be charged where extra valuable eggs are to be hatched. Naturally more attention will be given to the care of eggs worth twenty-five cents to one dollar apiece. Yet at the low charge of one cent per egg the owner of a Mammoth Incubator can earn big returns on his investment, above the cost of fuel and labor.

SEVEN YEARS' EXPERIENCE: CYPHERS INCUBATOR COMPANY, for fifteen years a pioneer in the development of improved methods of artificial incubation, began its experiments in the construction and operation of duplicate compartment, or so-called Mammoth Incubators, *twelve years ago*. During the last seven years



SINGLE COMPARTMENT OR "UNIT."

Showing single compartment of Cyphers Mammoth Incubator with door open on near side and four egg trays in place ready to receive eggs. Trays are square and interchangeable. Same kind and size of door on both sides of compartment, giving handy access in caring for eggs, also insuring uniform cooling of eggs.

CYPHERS MAMMOTH INCUBATORS

these experiments have been carried on every season without interruption—and with very gratifying results.

Five years ago we installed our first permanent Mammoth machine on the Cyphers Company's \$40,000 Poultry Farm, located at Buffalo, N. Y. This machine had a capacity of 12,000 hen eggs and **was a practical success.** We operated it experimentally during two seasons, hatching thousands of chickens and ducks in it.

The first Cyphers Mammoth Incubators offered to the public **were sold in 1907.** These big machines were erected on Long Island, N. Y., and were for duck hatching. A 38,240 egg machine was installed by

TWO TYPES OF MAMMOTHS:

Wishing to give our customers the best equipment for the work they have in hand, we decided to manufacture two types of Mammoths, **one for duck hatching**, and a modified type designed **expressly for hen eggs**, this machine to be used for custom hatching, in the day-old chick trade, on egg farms, broiler plants, etc. The new hen-egg type of Cyphers Mammoth is shown below.

After carefully studying the practical, every-day needs of men engaged in custom hatching and in the day-old chick business, we believe we have embodied in this **special hen-egg** Cyphers Mammoth



Latest Type Hen-Egg Cyphers Mammoth Incubator, Capacity 11,200 Eggs, in use on Cyphers Company Poultry Farm, Buffalo, N. Y. Compartments at Near End of Lower Tier Were Hatching When Photograph was Taken.

us for A. J. Hallock, proprietor of the Atlantic Duck Farm, Speonk, L. I., and we installed an 8,250 duck-egg machine at about the same time on Forge River Duck Farm, Center Moriches, L. I., N. Y., T. V. Cox, proprietor.

Both of these machines **did excellent** work, the result being that Mr. Hallock ordered another Cyphers Mammoth of 12,000 egg capacity, which we installed for him in the fall of 1908, and October 1, 1910, we were given an order to double the capacity of the Cox machine. Furthermore, E. O. Wilcox, next door neighbor to Mr. Hallock, watched the work of the Hallock 38,240 duck-egg machine and in the fall of 1909 **gave us an order** to install a forty-compartment Cyphers Mammoth on his plant, known as the Oceanic Duck Farm. After using this machine through an entire season, Mr. Wilcox, under date of September 12, 1910, gave us an order to install a second Cyphers Mammoth for him, consisting of twenty-four compartments.

Incubator **every handy feature** that would add to the convenience and value of the machine.

Suffice it to say, as a general proposition, that in principles of construction and operation, in materials, workmanship and finish, the Cyphers Mammoth Incubators **are fully equal** to the small-sized, portable Cyphers machines that have been on the market fifteen years and are now recognized as "standard" in all parts of the civilized world. The Cyphers Mammoth is built in "units" or compartments, each compartment having a capacity of four hundred hen eggs. There are four egg trays to each compartment, each tray holding one hundred eggs.

ARE SHIPPED KNOCK-DOWN:

The Cyphers latest type hot-water Mammoth Incubator for hatching hen eggs is shipped knock-down, **thus obtaining low freight rates to all points.** Where machines are to be shipped long distances this saving is important. Blue-prints and

CYPHERS MAMMOTH INCUBATORS

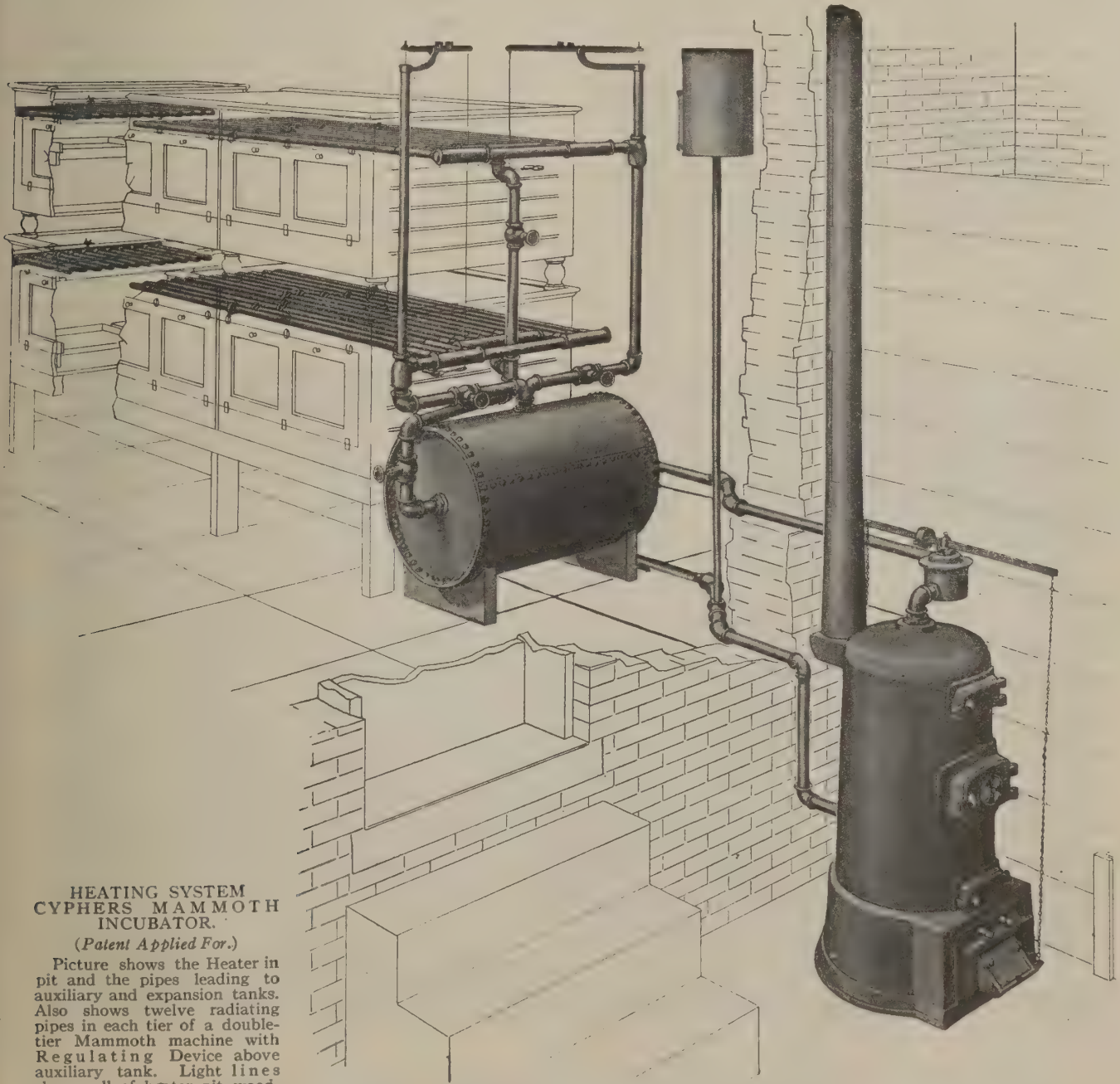
photographs are furnished for use in setting up the machine. **Any man who is handy with tools can do the work.** With but few exceptions the parts are **built in sections.** All parts can be put together quickly and easily. Every part is marked or lettered showing plainly where it belongs. The trays are dovetailed, nailed securely and the wire is tacked on. The piping can be quickly and properly put in place.

WHERE CAN BE USED:

These Mammoth Hot-water Incubators (see heating system shown below) can be used in cellars built for the purpose, or **in any fairly large room or apartment built above ground,** such as a poultry house, store building, etc. Entire machine

can be taken down on short notice without injury and moved away.

Every 42 inches **in length** of the Cyphers Mammoth Incubator gives the owner a capacity of 800 hen eggs. This on a basis of double-tier construction. A room 10 x 40 feet in size is large enough for a machine of 8,000 hen-egg capacity and a room 18 x 40 feet in size is sufficient for a 16,000 hen-egg machine, with plenty of room between the sections or double tiers. It is entirely practical to install this type of Mammoth Incubator **two tiers high**, one above the other. The egg chamber doors of both tiers are at a convenient height and machines installed in this manner are easy to care for and operate.



HEATING SYSTEM
CYPHERS MAMMOTH
INCUBATOR.

(Patent Applied For.)

Picture shows the Heater in pit and the pipes leading to auxiliary and expansion tanks. Also shows twelve radiating pipes in each tier of a double-tier Mammoth machine with Regulating Device above auxiliary tank. Light lines show wall of heater pit, wood-work of incubator compartments, etc.

CYPHERS MAMMOTH INCUBATORS

LARGE SIZES COST LESS:

A 4,000 hen-egg machine is as small as we would recommend.

Below this size the cost, as compared with an equal capacity of lamp-heated machines, is in favor of the portable oil-heated incubators. The smaller sizes of the Cyphers Mammoth are equipped with the same size of hot-water heater, with the same high-grade water thermostats and other regulating parts, with the same style of auxiliary tank and pipe connections; therefore, the larger the capacity of the machine, the lower the price can be made *per one thousand eggs*. For the 4,000 hen-egg Cyphers Mammoth we charge \$500; for a 5,600 hen-egg machine, \$650; F. O. B. factory, Buffalo, N. Y. For each additional 1,000 egg capacity, up to 10,000 hen eggs, add \$100. From 10,000 to 16,000 hen-egg capacity, add \$90 per 1,000 egg capacity. *The price in every case includes all parts complete*, also thermometers, etc., and detailed blue-prints and directions for setting up and operating.

At the present time a large majority of the men and women engaged in the day-old chick trade are using small portable incubators, and the same is true of most of the duck ranches and other big practical plants. If a capacity of less than 4,000 eggs is desired, or if you wish to begin on a modest basis and test out the work as you go along, we would advise that you

use the Standard lamp-heated Cyphers Incubators of 244 or 390 hen-egg capacity *and buy as few or as many of them as you need*.

In other words, there is a place in the rapidly growing poultry industry for the Mammoth Incubator, also for the small-sized portable machines. It is for you, reader, to decide which of the two is better suited to your conditions and will serve your interests to special advantage. In either case, if you entrust your order to us *we hereby agree to co-operate with you* in the work and to give your commands the prompt and careful attention to which you will be entitled as a valued customer of ours.

SPECIAL 20-PAGE MAMMOTH CIRCULAR:

Readers of this catalogue who think favorably of installing a Mammoth Incubator are asked to write for our 20-page (9 x 11-inch) special circular which fully illustrates and describes the Cyphers Mammoth Incubators; contains numerous pictures of these incubators in successful operation in widely separated parts of the country, reports from numerous operators, and gives price list, floor space required, etc., for Cyphers Mammoths ranging from 4,000 to 16,000 hen-egg capacity. CIRCULAR WILL BE SENT FREE TO ANY ADDRESS ON REQUEST.



Cyphers Mammoth Incubator, Owned by the Babcock Poultry Farm, Fredonia, N. Y. Capacity, 14,000 hen eggs. Mr. Babcock First Tried a 6,000-Egg Cyphers Mammoth, Then Increased to 14,000 Egg Capacity.

CYPHERS COMPANY HOT WATER BROODING SYSTEM

THE CYPHERS PATENTED AND THOROUGHLY TESTED HYGIENIC, CRADLE BACK BROODING SYSTEM IS STRONGLY RECOMMENDED FOR BEST RESULTS

CYPHERS INCUBATOR COMPANY has in its employ a number of men who are competent to plan, lay out and direct the construction and equipment of *large, practical poultry plants*. On request we will furnish men for this work, charging a reasonable sum per day, plus their actual expenses. We are prepared to equip large, practical plants and to *co-operate with the builder* in obtaining suitable materials of all kinds at the lowest prices. *Where the advice of our men is followed we guarantee the equipment of these large plants to do the work required.*

We are able to point with pride to the fact that the poultry plants on many of the best known private estates in the country have been constructed *entirely in accordance with our ideas*, and the same is true of many of the largest commercial plants, both east and west. On these plants the incubating rooms and brooding houses have been constructed exactly in accordance with our plans. The numerous testimonials received by us—see back pages of this catalogue—prove that our plans have enabled Cyphers Company customers *to hatch and raise the maximum of strong, healthy chicks at the minimum cost.*

It should be understood by persons intending to enter the poultry business that a plant laid out especially for the production of exhibition fowl *is not well suited* for breeding market poultry, and the reverse also is true. The houses should be planned differently, located differently and as a rule there is a *considerable difference in the cost*. Furthermore, houses and runs that are well fitted

for one breed *may not be the best adapted* to the needs of some other breed or variety.

During the past six years this Company has been making a close study of brooding house requirements *on its own poultry farm* located in the

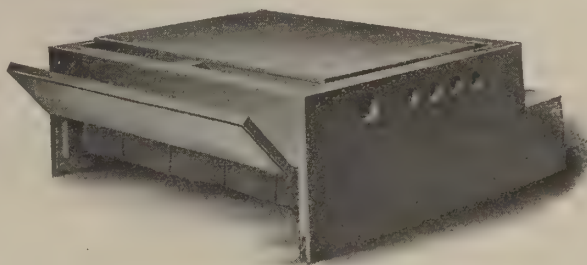


Fig. 2.—Separate Hygienic Cradle-Back Cyphers Company Hover. Illustration shows the chick runway side or front, where chicks pass in and out.

suburbs of Buffalo. Thus far we have expended more than \$40,000 in establishing this farm, our main object being to test and develop *practical systems* that will enable our customers to raise poultry to the best advantage.

HYGIENIC BROODING SYSTEM

On the Cyphers Company Poultry Farm we have developed a system of brooding that we *believe to be unequalled* by any other plan that employs the circulation of hot-water through pipes as the heating element. The Cyphers special brooding house heaters are used, as per illustrations herewith, and the Cyphers Company's Patent Hygienic Cradle-Back Hovers are used. These hovers do away with all cold corners and insure *continuous automatic* ventilation without drafts striking the chicks at any time, from any source. Herewith are shown two illustrations of the type of brooding house hover invented and patented by this Company. Fig. 1 shows the aisle or rear view of hover, closed, and Fig. 2 shows the chick runway side or front.

Illustrations are shown herewith of the Cyphers Hygienic Cradle-Back Hovers, as used *during the last five years* on Cyphers Company's Poultry Farm with uniform success, the death rate ranging from 2 to 6 per cent., depending on the season of the year. *The chick mortality at no time in the five seasons has exceeded six per cent.*

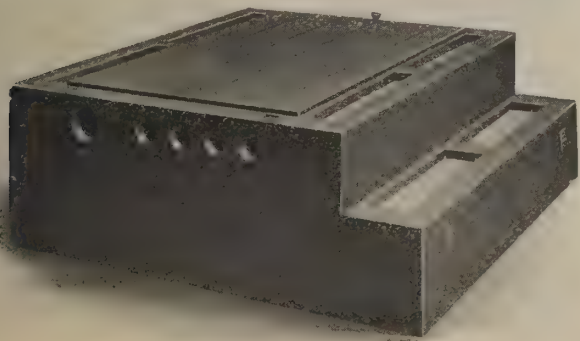


Fig. 1.—Separate Hygienic Cradle-Back, Cyphers Company Hover for use with Hot-Water Pipe System in Brooder Houses. Illustration shows the aisle or rear of Hover, closed.

CYPHERS COMPANY HOT-WATER BROODING SYSTEM

PRICES FOR PATENTED, HYGIENIC, CRADLE-BACK HOVER

With the Right to Manufacture Duplicates for Purchaser's Own Use Exclusively

One sample Hover, set up complete, safely crated, with the right to manufacture duplicates for own use **\$50.00**

Ten Hovers, complete, one set up and safely crated for shipment, and nine shipped knock-down, also with the right to manufacture duplicates for own use **\$100.00**

Positively no other prices.

Purchaser in every case is to agree in writing not to manufacture hovers or hover parts for sale. Customers for Hygienic Hover or Hovers will be supplied plans and specifications for poultry buildings, also advice by correspondence, without further charge.

If interested in installing a brooder house, write to us for full particulars.

CYPHERS BROODING HOUSE HEATERS

The heater is the most important element to success in a brooding house. Cyphers Company has been extra careful in securing the best and most reliable heaters and heating outfits. *It is in the brooding house that the efforts of the poultry-man spell either success or failure.* If it is desired to economize he should look to some other portion of his equipment on which to save money.

Herewith are shown interior and exterior views of the Cyphers Special Brooding House Heater. *These heaters are for sale by no other company in our line of business.* The fire pot in this heater (see interior view) is unusually deep, and all surfaces exposed to the flames and hot air *are surrounded by water*, thus avoiding the danger of warping or burning out. The grates are of the anti-clinker shaking and dumping pattern, are strong and durable, and so constructed that the air circulates freely around every part.

These heaters are adapted for the use of *hard or soft coal, coke or wood*. Doors are provided in the front of the boiler, affording access to every part where there is liable to be an accumulation of soot or ashes, in order that it may be *easily and thoroughly cleaned*. Boilers are made in five sizes,

suitable for either large or small plants. They are in use today on a majority of the largest poultry plants in this country. We shall be pleased to advise our customers on the size of heater required for any length of brooder house; also regarding the *number and size of pipes best suited to their requirements*. In writing, be sure to give dimensions of house and number of chicks to be brooded.

In advising what heater and pipes are the best adapted, we will quote price on the complete outfit, or on the heaters singly, whichever may be preferred.



Fig. 3.—Shows Interior View of Nursery Section in Brooder House on Cyphers Company Poultry Farm, with Hygienic, Cradle-Back Hovers in use (closed).

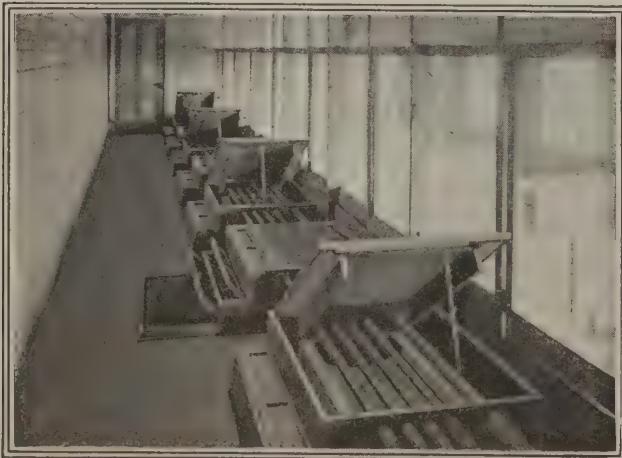


Fig. 4.—Shows Interior View of Nursery Section of Brooder House (Same House as Fig. 2), With Covers of Hovers Raised, and the Removable, Drawer-like Floor of Hover (Second Hover from Front) Pulled out for Cleaning.



Fig. 5.—Shows Interior View of Fresh-Air Brooder Section of House on Cyphers Company Poultry Farm, With Inner and Outer Covers Raised to Show Construction; Also With One of the Removable Floors Pulled out for Cleaning and Rebedding.

CYPHERS COMPANY HOT-WATER BROODING SYSTEM



Cyphers Brooding House Heater—
Sectional Interior View.

Owing to the fluctuation of the iron and steel market, we have thought best not to quote prices in this catalogue on these heaters. We hold ourselves in readiness **to quote prices at any time**, not only for heaters, but for steam-fitters' piping to accompany same. In quoting you on pipe and fittings we base our figures on the best quality of heavy black iron pipe and beaded wrought iron fittings, and not on cheap cast iron fittings and light-weight pipe.

SPECIAL QUERY:—If you are using Cyphers Company goods or are thinking of doing so, write freely to headquarters and learn "The Cyphers Company Way," then follow that way **TO SUCCESS!** Why should you not take advantage of the reliable knowledge obtained by Cyphers Incubator Company **through years of actual experience** on a demonstration poultry plant built for this express purpose **AT A COST OF TENS OF THOUSANDS OF DOLLARS?**

Blue-Print Plans and Specifications for Poultry Buildings

TO MEET the demand for plans of poultry buildings we offer for sale at small cost a complete set of blue-print plans and specifications for practical, time-tried poultry buildings.

All drawings we supply are planned with a view to **economy in construction** and a **saving of labor in caring for the fowls**. To save labor means to save money. These plans are carefully drawn to scale by experienced architects, acting under our direct supervision.

An additional charge is made for **architect's specifications** when supplied with blue-prints of breeding, laying and combination houses, as noted below. These specifications are the same as would be supplied by an architect if the buildings were especially planned **for each individual customer**. Such services from an architect would cost from \$25.00 to \$100.00, according to the size of the building.

Equipped with our blue-print plans and specifications the customer will be able to place same in the hands of a carpenter or contractor and can learn just what the buildings will cost before beginning their construction.

FOR LARGE POULTRY PLANTS

Blue-print plans of combination building for large poultry plant, including incubator cellar, food, storage rooms, with upstairs sleeping rooms for the workmen, heater-pit and nursery brooder wing adjoining, also cool brooder wing, all conveniently arranged and admirably planned, price \$1.50, postpaid.

A small combination house with feed room, heater-pit, and nursery brooder wing, price \$1.00, postpaid. If architect's specifications for either combination building are wanted, add \$2.00 each to the price of the blue-print plans.

BREEDING HOUSE PLANS

Breeding house blue-print plans, 16 feet wide by 120 feet long, divided into 8-foot pens, price \$1.00, postpaid. These houses can be built any length desired. If architect's specifications are desired, add \$1.00 to price of the blue-print plans.

PLANS FOR LAYING HOUSES

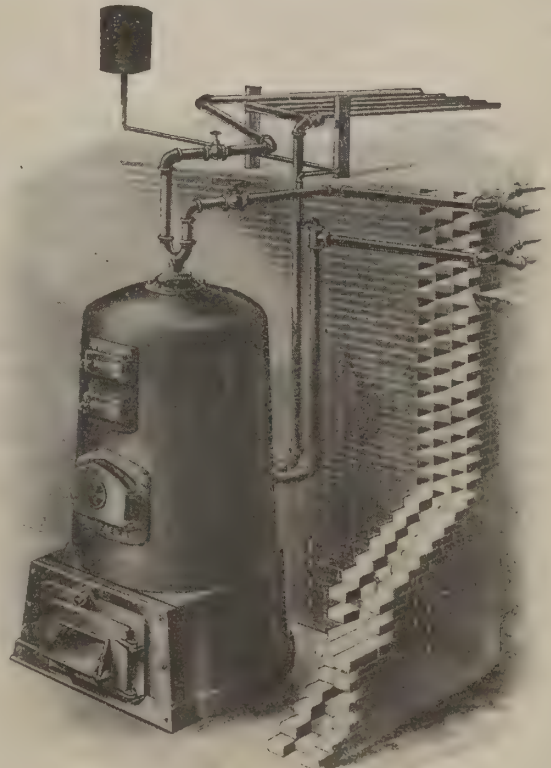
Laying house blue-print plans, 16 feet wide by 120 feet long, divided into 16-foot pens with a room at one end floored over to be used as a feed room or otherwise, price \$1.00, postpaid. These houses can be built any length desired. If architect's specifications are desired, add \$1.00 to above prices.

BROODER HOUSE PLANS

Blue-print plans for brooding houses of the following sizes **are kept in stock** and will be mailed promptly, postpaid, upon receipt of price.

14 feet wide	by	16 feet long,	25 cents	postpaid.
16 "	"	20 "	30 "	"
16 "	"	25 "	35 "	"
16 "	"	30 "	40 "	"
16 "	"	50 "	60 "	"
16 "	"	60 "	70 "	"
16 "	"	75 "	80 "	"
16 "	"	100 "	90 "	"

Specifications are not required for the foregoing brooder houses, as the blue-print plans **contain the contractor's notes**, giving necessary information.

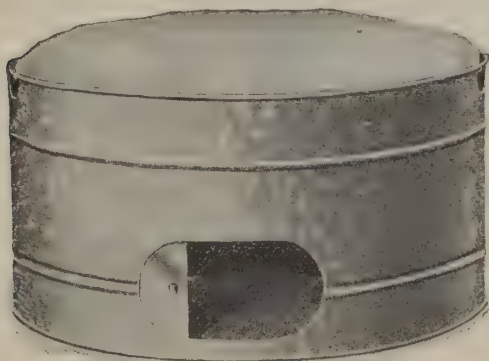


The Cyphers Brooding House Heater in Use.

Round Fireless Brooders

Not to be Used Outdoors Except in Boxes, Brood Coops, Roosting Coops, Etc.

THESE handy, all-metal "fireless" brooders or hovers will do satisfactory work in mild climates and during moderate weather, such as we have in the vicinity of forty degrees north latitude during April, May and June. They should not be used out of doors (by themselves) as a separate or complete brooding device, **but in all cases should be enclosed** in goods boxes, brood coops, colony roosting coops, etc. Indoors they can be placed almost anywhere



Round, All-Metal Fireless Brooder Ready for Use.

and in a fairly moderate temperature will be found to give excellent satisfaction.

For best results—especially when cold nights are still the rule—**not less than twelve nor more than fifty chicks** should be placed in one of these fireless brooders. They are made in three sizes—small size holding twelve to twenty chicks, the medium size twenty to thirty chicks, and the large size thirty to fifty chicks. Less than twelve chicks is inadvisable because the little chicks **must rely on their own bodily heat** to keep warm at night, whereas more than fifty chicks in one brooder or hover will **invite danger from crowding**.

When ready for use, the fireless brooder has two or three inches of cut clover, cut alfalfa or some other warm litter or "bedding" material placed in the bottom; then the chicks are put in the nest and the thick cushion or pillow (see illustration) made of muslin and filled with cotton batting **is lowered until it rests on the chicks' backs**. They are now snug and warm—both above and below. Their warming or sleeping apartment is ventilated by a series of small openings that do not allow a direct draft to blow in upon them. As they grow in size the cushion is raised to give them head room and more air.

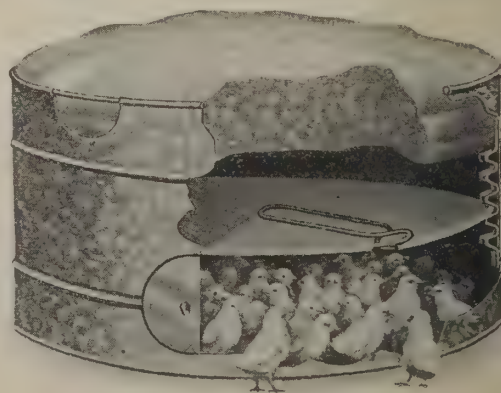
The chicks soon learn to run in and out of this type of brooder, and there are **no corners in which they can crowd**, as is the case with fireless brooders built square and of wood. These circular, all-metal fireless brooders **are easy to clean**, are practically indestructible and will last many years if taken care of when not in use.

Persons who buy day-old chicks after cold weather has passed and it is **safe to ship newly-hatched chicks by express**, will find these fireless brooders well adapted to the care of the chicks that have been hardened by their journey. In cold weather, however, we do not advise placing chicks in any type of fireless brooder—especially **chicks just taken from an incubator**. Many valuable chicks have been sacrificed by poultry raisers who have made this experiment. On the other hand, it has been found that after chicks are ten days to two weeks old they will get along in this circular type of fireless brooder and do well, provided the outdoor temperature is not too severe.

Prices of Circular, All-Metal Fireless Brooders:

Small Size, 12 to 20 Chicks.....	\$1.50
Medium Size, 20 to 30 Chicks	2.00
Large Size, 30 to 50 Chicks.....	2.50
Per Set of Three (One of Each Size).....	5.00

F. O. B. Buffalo, N. Y., and any Branch House, except Oakland, Cal., and London, England.



Sectional View of Fireless Brooder, Showing Device for Raising Cushion.

For purposes of illustration, the cushion is shown some distance above its natural position, as in actual use the cushion rests upon the muslin diaphragm just above the backs of the chicks. The cushion is raised or lowered to suit the size of the chicks.

"FROM TWELVE HIGH-PRICED BIRDS"

Greenville, Mich., May 11, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Last season, in hatching chicks from twelve high-priced birds—**our very best**—we ran a Cyphers Incubator **continuously from February to September**, and the results were **entirely satisfactory**. The test was a severe one, as it included the cold, wet months and dry, hot weather. C. L. CLARK.

CYPHERS-HATCHED LIVE AND GROW

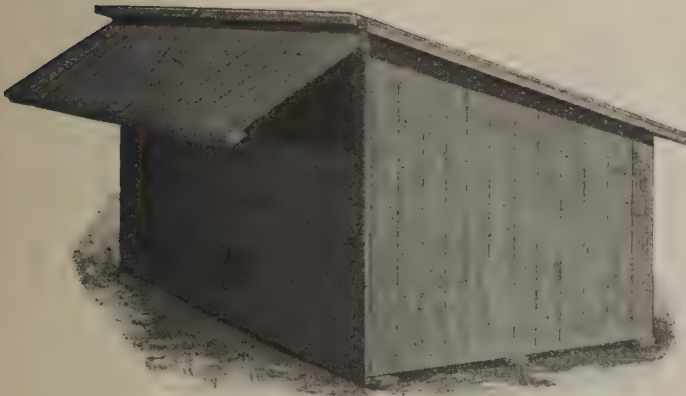
South Norwalk, Conn., October 5, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Killed two Cyphers-hatched cockerels at ten weeks old **that weighed within eight ounces of eight pounds**. Pullet from the same hatch laid July 27, which made her **within one day of being four months old**. I have no trouble at all with the moisture problem. R. E. MORGAN.

Cyphers Large Size Colony Houses

For Growing Stock on Range and for Use with Adaptable Hovers or Fireless Brooders in Raising Day-Old Chicks to Time of Separation



The Cyphers Colony House in Use.

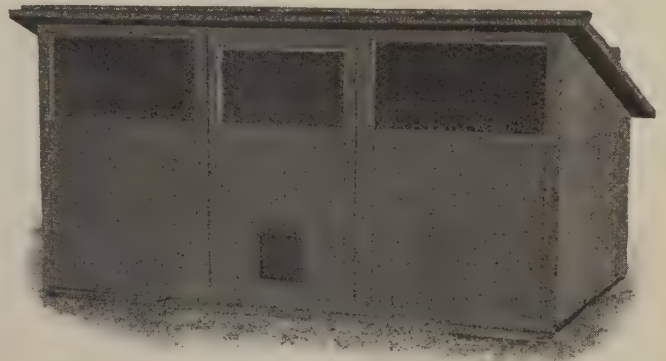
burdensome than is the case with houses that have stationary floors.

The Cyphers Colony House (shipped in knock-down shape) is built in sections and is easily put together. A door, 22 inches wide and 34 inches high (besides the small door designed for the use of the fowls), gives the caretaker free access when necessary. The adjustable hood is made to lie flat on top of the roof when not in use. In cold or very stormy weather it may be lowered flat against the front.

The sides and ends of the Cyphers Colony Houses are painted a neat shade of green and the roof is red. We have sold great numbers of these houses, some customers buying from 20 to 50 each. We ship them in knock-down shape, thus securing the low freight rates charged on ordinary lumber.

Price of Cyphers Colony Houses

Each.....\$9.50 In lots of six, each....\$9.25
WEIGHTS: One, 120 pounds; six, 720 pounds.



The Cyphers Colony House, Showing Hood Thrown Back.

CYPHERS COLONY HOUSE, in addition to its widely popular use for growing chicks, makes one of the best single-pen breeding houses that has thus far been designed. It is also *an ideal place in which to locate an Adaptable Hover or Fireless Brooder* and raise little chicks, either those you hatch yourself or day-old chicks that you buy. Fifty or more chicks can be raised with fine results in this roomy and substantial coop until the time comes to separate the cockerels from the pullets.

This Portable Colony House is 3 x 6 feet in size, is 36 inches high in front and 24 inches high at the back. It is built of a high grade of dressed lumber, tongued and grooved, and is put together *in a thoroughly workman-like manner*. The bottom is of matched boards laid on cleats and is removable, making it easy to set the main coop to one side, thus rendering the cleaning of it much less

Cyphers Model Brood Coop for Raising Chicks

For Hen with Chicks, for Raising Day-Old Chicks and for Colonizing Growing Stock

THE Cyphers Model Brood Coop is intended for a hen with chicks, but may be used as a home for the chicks long after they are weaned by the hen; also for day-old chicks that are being raised in warm weather without artificial heat; also for chickens that are old enough to be taken from the brooder or brooder house and colonized out of doors.

Cyphers New Model Brood Coop is 4 feet 6 inches wide, 2 feet deep, 1 foot 9 inches high in front, and 1 foot 3 inches high at the rear. As will be seen in the illustration, it has two apartments—a closed or house part,

and a wire-enclosed shelter or exercise room. The house part—1 foot 9 inches x 2 feet—is provided with a removable floor, and is separated from the exercise room *by a wooden partition* with galvanized wire-cloth window and door which admit light and air. The exercise room—2 feet 6 inches x 2 feet—is closed at the end and screened with fine-mesh galvanized-iron wire back and front, providing a roomy shelter for the inmates. The combination door in the front of coop permits the chicks to enjoy the advantage of free range, while the mother hen is safely confined. A number of these coops with broods of chicks may safely be placed in the garden or berry patch, *where the little chicks can range at will* and thrive on bugs and worms without injury to the garden or crops. In addition to protecting the chicks from the weather, the Cyphers New Model Brood Coop provides safety from cats, rats, etc.

Cyphers New Model Brood Coop is attractively painted in green and red, and if properly cared for *will last many years*. It not only will serve all purposes for which it was designed, but at the same time will make more attractive the part of the farm or yard that so often is disfigured by ill-advised attempts at cheap construction. The price of Cyphers New Model Brood Coop is lower than a coop of equal quality and workmanship can possibly be built for by home mechanics.

Price of Cyphers New Model Brood Coop

Each.....\$4.00 In lots of six, each....\$3.75
WEIGHTS: One, 42 pounds; six, 252 pounds.



Cyphers Model Coop for Raising Chicks.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.



CYPHERS COMPANY'S NEW POULTRY FOOD AND ALFALFA MILL.

This substantial and strictly modern building was erected during the summer and fall of 1910, in the central manufacturing district, 37th Street and Ashland Ave., Chicago, Ill., by Cyphers Incubator Company, and is by far the largest and best equipped mill of the kind in the world. It represents an investment of \$140,000, and is complete in all details. Ground dimensions, 60 x 240 feet; floor heights, 12, 16, 14 and 12 feet. Inside grain storage room, 60,000 bushels; outside, 150,000 bushels. Present daily capacity, twelve cars, one shift; two shifts, twenty cars. Prospective daily capacity, thirty-six cars. Double railroad switches on both sides of building with capacity of twenty loaded cars. Mill section is devoted exclusively to manufacture of Cyphers Sealed-Bag Brand Poultry Foods and Alfalfa Products.

CYPHERS POULTRY FOODS

INCLUDING CHICK, DEVELOPING, FORCING,
LAYING, SCRATCHING AND PIGEON FOODS,
GREEN ALFALFA, HIGH PROTEIN BEEF SCRAP

NOTICE For the protection of our customers, all Cyphers Ready-Mixed Poultry Foods and Alfalfa Products are put up in 50 and 100-pound sealed bags and packages, bearing the Cyphers Trade-Mark, each bag being sealed with a lead seal with the word "Cyphers" stamped on one side and the word "Buffalo" on the other. Photographic reproductions of both sides of seal are shown herewith. Customers should refuse all bags which do not bear our seal, also those on which the seal has been broken or removed.

DOES it make any difference to you, Reader, what you eat, or in what condition it is served to you? Does the food you eat have anything to do with the vital questions of health, of strength, of the amount and quality of work you can perform?

For years past we have heard much and read much about specially fatted cattle, about corn-fed hogs, etc. England has led the world in this profitable field of development, but Canada and the United States soon learned the lesson. The question arises, is there any truth in all this talk—is there a basis in fact, *in actual results*, for the surprising claims made by stockmen and enterprising farmers in favor of their improved methods of feeding?

We know that there is! We know that if we want "the best results" from man or beast, the food must be right—must be right in quality, in variety, *in condition*. And what is true of domestic animals is equally true of domestic fowls—make no mistake about that.

We ask a great deal of poultry, both chicks and adults. We expect the chicks to grow rapidly and develop *in a few weeks* into plump broilers or soft-meated roasters, without becoming cloyed or sick; we ask adult fowls to lay *five to ten times* as many eggs in 365 days as Nature intended they should produce, and to make the task still harder we demand a large share of these eggs in cold weather when extra food is needed to keep the fowls in a productive state.

All this means *special care* and *special feeding*, if we wish to secure best results—if we are to avoid failure in one form or another. And now we come to the question of scientific feeding of poultry! Let us not be afraid of that word "scientific." Science has been well defined as "knowledge systematized." There is nothing very terrible about that.

Scientific poultry feeding, therefore, may properly be described as: A System Based On Practical Knowledge of How the Best Results Can Be Obtained—Best in *Low Mortality*, in *Rapid Growth*, in *Large Egg Yield*. That, in brief, is all there is to this subject of scientific poultry feeding as we mean it, but we assure you, reader, that in *three cases out of five* it is the difference between success and failure in poultry raising as a regular business or as a profitable side issue.

Three Problems of Far-Reaching Importance to Poultrymen

FOR ELEVEN YEARS Cyphers Incubator Company *has been working hard*, at large expense, trying to help solve three problems of great and far-reaching importance to the Poultry Industry and to individual poultry raisers. These problems are:—

First—How to reduce the *enormous annual loss* of newly-hatched chicks that is caused by improper feeding;

Second—How to enable poultry raisers to produce the best broilers and roasters *in the least time*, at lowest cost;

Third—How to increase the *average egg-yield per hen* and thus add greatly to the profits of the poultrymen and to the sum total of National wealth.

Every year in this broad land *millions of eggs* are set and many hundreds of thousands of chicks are hatched, but who can tell us what per cent. of these



PAIR OF WHITE WYANDOTTES EIGHT WEEKS OLD.

The way your chicks should look at this age if they are hatched right, brooded right and fed right.

CYPHERS POULTRY FOODS—THEIR VALUE IN PRACTICAL RESULTS

chickens *are raised to maturity*? One thing is sure: If the census takers for 1910 had reported on this death rate, *on this enormous national loss*, the facts would have been astonishing. And this great, but needless, waste occurs every year of our lives!

THE MAIN CAUSE of this country-wide waste in chick-life is the very general practice of feeding wet mash, sour or unclean food and guess-work, coarse-grain mixtures. *The absolute remedy* is the use of dry-grain, *well-granulated*, machinery-mixed chick food, composed solely of sound, wholesome grains that are *rightly balanced* to supply every need, every requirement of the growing chick—*bone, sinew, flesh and feathers*.

Greatest of Modern Discoveries in the Poultry Field

Among all the valuable discoveries made in behalf of poultry keepers during the last dozen years, the greatest *in vital importance* is the use of dry-grain, evenly granulated, properly-balanced food *for little chicks* in place of the raw and "cooked" messes and the coarse-grain, irregular mixtures that were fed to chicks "any old way" *until recent years*, even by well-informed poultry raisers.

Open-front or curtained houses for adult fowls, thereby doing away with frosty walls and moisture-soaked, *disease-breeding* litter was a valuable discovery.

The self-regulating and self-ventilating type of brooding hover *without central heat dome*, which prevents the chicks from overheating, from chilling and crowding and from *breathing vitiated air at night*—this also was a long step in advance.

And the introduction of *hopper-feeding* for adult fowls and of *deep-litter feeding* for chicks was an important addition to the practical knowledge of up-to-date poultry keepers.

But the discovery of the great *benefits* to be obtained by the use of a dry-grain, well-granulated, properly-balanced, scientific ration for *little chicks*, whether hatched in incubators or by hens, was by long odds the most valuable, because of the actual saving it produces for *each individual poultry raiser* and the enormous annual waste it is certain to stop *as soon as it is everywhere adopted*.

IF YOUR CHICKS, READER, do not grow rapidly, if they seem droopy and show signs of diarrhoea—or, *worse still*, if they die one after another from some unknown cause, we ask you, in your own best interests, to change your feeding method for a few days—to accept our advice just once—advice that is based on *thirteen years of actual experience*. See page 104 for description of Cyphers Chick Food.

The Profitable Production of Broilers, Soft Roasters, Etc.

It is odd how little we know, as a general rule, of what other people are doing, *even in our own line of trade or business*. Keeping abreast of the time is not an easy task! Doing things "in the same old way" becomes a habit with most of us. But it is very likely to be a costly habit—because of losses sustained, because of chances missed, because of wasted energy, because we are growing older *one day at a time*.

For example, take this matter of producing choice market poultry—of forcing broilers, or of developing soft-meated, plump, yellow-skinned roasting chickens for the table. Are you sure, Reader, that you are conducting your poultry work in the best way for your own profit?—that you are feeding your chicks and fowls in the right manner and feeding *the right ration*? If you are not sure about this, would it not be a good idea—

a safe plan—to try our method, our special Forcing Food just once? The experiment will mean far more to you than it can possibly mean to us.

By adopting *our method*—by purchasing *one single bag* of our Sealed-Bag brand Forcing Food—you get the *full benefit* of our eleven years' experience. And we ask you in this connection to remember that we have spent *thousands of dollars* in experiments, have paid for many costly analyses of



PRIME TABLE POULTRY FOR ANY MARKET—NORTH, SOUTH, EAST OR WEST.

Your chickens can be brought to look like these if they are fed exclusively on balanced-ration foods composed entirely of sound, sweet grains *properly proportioned to the needs of the chick and the growing fowl*. Dressed poultry of this quality sells at a premium in any market.

CYPHERS POULTRY FOODS—THEIR VALUE IN PRACTICAL RESULTS

grain and food formulas, have invented and patented *special mixing machinery*, have established a \$40,000 poultry farm of fifty acres in extent *for demonstration work*, have sent men to foreign countries to study the poultry feeding problem, and last, but by no means least, have erected at Chicago, Ill., the world's great central grain market, the *largest, best equipped and most modern* poultry food and alfalfa mill in existence.

ALL THIS HAS BEEN DONE IN THE BEST INTERESTS OF OUR CUSTOMERS. Today we offer the patrons of Cyphers Incubator Company the benefit of every dollar we have expended, of every fact we have learned, of every bit of knowledge we possess—*the fruits of our eleven years of hard work in this important field of investigation and progress*. That is what a Sealed Bag of Cyphers Poultry Food *actually contains*—and the most successful poultry raisers in America have found it out, *to their immediate and lasting profit*.

If you, Reader, are going into any branch of the poultry business, *go in right*. If you are now in the business, make sure that you are *up-to-date*, that you are keeping *abreast of the times*, that you are using good judgment and doing *the self-evident things* which will enable you to get out of the poultry business *all there is in it*. Note the illustrations of broilers and roasters herewith; also please read the sample reports on pages 109, 110 and 111.

The Average Egg Yield of Hens Can and Should Be Doubled

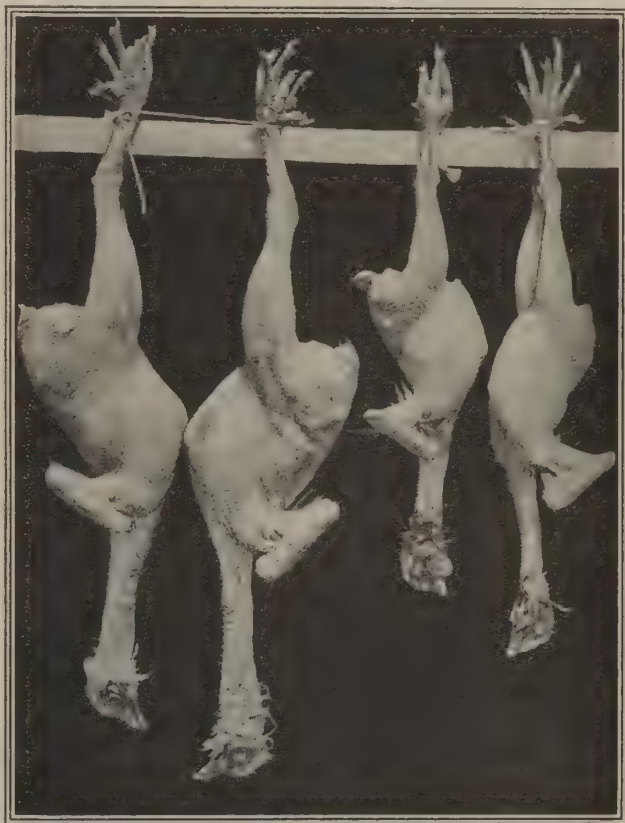
According to the census of 1900 the average American hen laid only sixty-six eggs per year! What the average egg yield per hen will be for 1910 no one can tell until the census figures are published. But it is now a well-known fact that a pullet-hen (a hen six to eighteen months old) can easily be brought to lay *twice sixty-six eggs* during this most productive period of her life and it is well for us to consider what it would mean to poultry raisers and to the National wealth of the country *if an average of one hundred and thirty-two eggs per hen could be established in place of sixty-six eggs per hen*.

Hon. James Wilson, Secretary of Agriculture, Washington, D. C., reported in his Ninth Annual Report dated November 22, 1905, that the hens of the United States that year *laid twenty billion eggs*. This enormous production could have been increased *at least one-half* by special care and feeding—the result being an enormous addition to the National wealth of the country and *a large increase in the profits of poultry keepers*.

CYPHERS LAYING FOOD, SHORT-CUT ALFALFA AND HIGH PROTEIN BEEF SCRAP, when fed according to the few and simple directions found in our booklet "Foods and Feeding," *will positively increase the egg yield* of the average flock of hens twenty-five to fifty per cent.—*this we guarantee*.

These food products, fed as we direct, *have never failed* to produce satisfactory results where fowls are given a fair chance in houses, barns or other quarters that protect them to a reasonable extent on stormy days and at night. We do not warrant our foods and feeding methods to make hens lay that are left to roost in trees and that must eat snow, for example, in place of having water supplied them; but if they are housed in ordinarily comfortable quarters you can rely on getting *one-fourth to one-half more eggs* if you use Cyphers Laying Food, Green Alfalfas and Beef Scrap. *In many cases the egg yield has been more than doubled within two weeks time by the use of these foods*. Order an assortment of five bags (two of Laying Food, two of Short-cut Alfalfa and one of Beef Scrap) *and test our claims*.

Figure up what this increase will mean to you in the fall, winter and early spring when eggs are most in demand—*when prices are highest* and the profits largest. Consider also what it will mean to the Poultry Industry when enterprising, progressive poultrymen and women by the use of reliable, guaranteed methods are able to add ten billion eggs to the annual production of the American hen! The increase in National wealth will be something enormous, and the much larger profits to poultry raisers *are well worth striving for*.



PAIR EACH OF SOFT ROASTERS AND BROILERS.

Roasters at left, weight five pounds each, age four and one-half months. Retail market value, \$4.50 per pair. Estimated cost of production, 60 cents each. Broilers at right, weight two pounds each, age eight weeks. Retail market value, \$2.00 per pair. Estimated cost of production, 35 cents each. Grown by Charles E. Foster, Danver, Mass.

CYPHERS POULTRY FOODS—THEIR VALUE IN PRACTICAL RESULTS.

CYPHERS INCUBATOR COMPANY is doing its share to help bring about this great increase. Are you, Reader, doing yours? Our interests are practically the same. The Poultry Industry *of which we form a part* is no longer a small and insignificant affair. Today it is of immense proportions and is worthy of our best thought and efforts. Furthermore, it is highly profitable if gone at in the right manner. *We are doing our best to help point the way.*

More Than \$250,000.00 Worth Used Last Season

Last year down-to-date poultry raisers of the United States, Canada, Mexico, Europe, South America and South Africa used *more than a quarter of a million dollars worth* of Cyphers Sealed-Bag Poultry Foods and Alfalfa Products. During 1911 they will use still larger quantities. And these successful, progressive, wide-awake poultrymen and poultry women have not hesitated to tell others the good news! Brief extracts from their letters of endorsement will be found scattered through the pages of this catalogue. On pages 109, 110 and 111 are quite a number of reports of this kind selected from the many we received during 1909-1910, *representing all parts of the country.*

We ask you to read what these customers say, many of whom have been using our poultry foods *exclusively* for years. *They know!* They have paid the price, *used the goods*, watched the results, *benefited* by the difference in value—therefore their signed and dated statements of fact should carry weight, should convince you that there is truth in what we say, *in our strong claims of merit and superiority.*

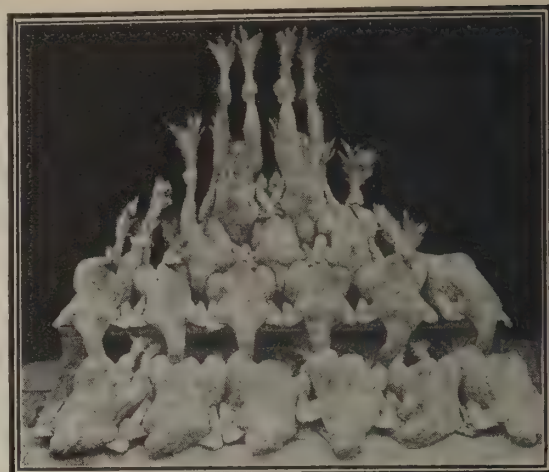
Cyphers Ready-Mixed, Sealed-Bag Poultry Foods cost a few cents more per bag than do the ordinary brands sold in bulk or in unsealed bags, but the difference in value is there *every time.* *What our customers have said* has convinced us that there is no other brand of poultry foods on the American market at the present time that comes within fifteen to twenty-five per cent. of equalling the Cyphers Poultry Foods *in feeding value and in practical results.*

On reading what our customers say—men and women who have tested our Foods repeatedly *in competition with other kinds*—we are sure that the reader will not blame us for making this claim, *for holding to this belief.*

Our Book No. 8, "Profitable Poultry Feeding," Free to Customers

TO EVERY PURCHASER of Cyphers Poultry Foods it is our practice to supply free a sixteen-page booklet entitled "Foods and Feeding," which gives definite information on how to use Cyphers Poultry Foods to best advantage. Additional to this (for the season of 1910-1911) we shall give *to every customer* who buys a 100-pound bag of Cyphers Chick Developing, Forcing, Laying or Scratching Food, a copy of Book No. 8 of the Cyphers Series on Practical Poultry Keeping, entitled "Profitable Poultry Feeding," a book of sixty-four large pages that contains much valuable information on the *most successful methods of poultry feeding*, both for chicks and adults. Only one copy sent to each customer. Ask for *your* copy when you send in your first order.

DURING 1911 we shall give away thousands of copies of this book so that every Cyphers Company *poultry food customer* will be sure to profit by the timely and important information it contains. Reading this book will help you to raise a *larger percentage* of the chicks you hatch, will ensure *more rapid growth*, will give you a *greater egg yield*, and will enable you to secure these results *at less cost for feed*

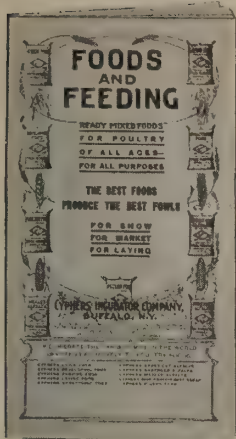


Light Brahma Capons hatched in Cyphers Incubator and fed on Cyphers Poultry Foods.



THE START AND "FINISH" OF THE SOFT ROASTER.

The small chicks are White Plymouth Rocks ten days old. The dressed chickens are "South Shore (Mass.) Soft Roasters," one a White Rock, the other a Light Brahma, weight ten pounds each. Both are dry picked. The grower received 35 cents a pound for these birds sold alive in June, 1910, and the consumer in Boston paid \$5.00 each at retail, or 50 cents a pound for the finished product. It pays to grow this kind of "chicken meat."



A copy of this Book will be mailed FREE to anyone upon request.

and labor, thereby reducing the work necessary to be done in the care of chicks and fowls and *increasing your profits* therefrom.

Moreover, we look at it in this way: If you buy a 100-pound bag of our poultry foods (any kind) *and use it as we recommend*, this will place you in a position to compare the article itself with other brands on the market, also to test the actual results obtainable by the use of our foods and our methods—*which cannot fail to be to our mutual advantage.*

The Cyphers Company Poultry Foods are Guaranteed by Us

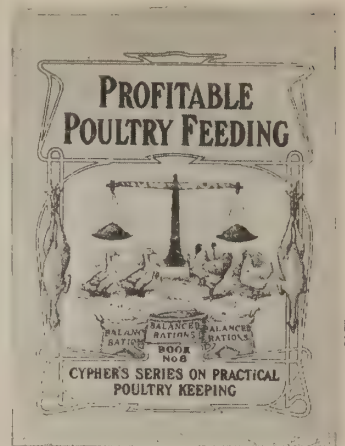
CYPHERS POULTRY FOODS, as they exist today, are the result of years of careful investigation on the part of men who have gathered the world's best knowledge on the value of food stuffs—*who have studied the*

science of feeding domestic fowls, and have applied this information to the practical, every-day needs of poultry raisers *in all branches of the industry.* This work has been faithfully performed, *our customers have testified to its success*, and we hereby assure them that the quality of these foods will not be allowed to deteriorate.

We grind, mix, sack and seal all Cyphers Poultry Foods and guarantee them to consist of sound and wholesome grains. *No weed seeds, by-products or inferior materials of any kind are used in their manufacture.* As a word of warning, let us state in this connection that the ordinary miller positively cannot duplicate these balanced-ration, machinery-mixed poultry foods. This is true, *first*, because he does not possess the special knowledge; *second*, he does not have the necessary machinery.

Owning our own mill, the most complete in the world, *and buying our grains solely for the purpose of making poultry foods*, we are in a position, on the authority of expert analyses and repeated experiments, *to guarantee all Cyphers Brand Poultry Foods to be sound and wholesome and to contain the proper ingredients in the right proportions to accomplish the results for which they are recommended.*

Remember that our foods *are ten years tested.* When you buy and use them you take no chances. Look for the Cyphers trade mark! *Demand the sealed bags.* Accept no substitute as being "just as good." If you pay for the *genuine article*, see that you get it.



One copy sent FREE to each Customer Buying Poultry Foods.

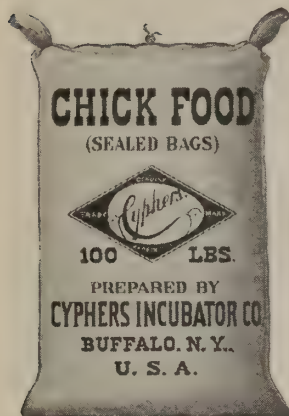


ALAS, POOR BROTHER, THAT WE SHOULD COME TO THIS SAD END!

The live birds are a pair of Heavy Weight Light Brahma Capons or "Soft Roasters," worth in the Boston daily market about \$4.00 each, pound weight. Chickens in the middle are six to eight pound Dry-Picked Roasters, worth 25 to 30 cents per pound.

Cyphers Chick Food

A Complete, Scientifically Compounded Food for Young Chicks. No Weed Seeds, By-Products or Grit. Is Composed Solely of Sound, Sweet Grain



WE WERE PIONEERS in the manufacture and sale of granulated, dry-grain food for little chicks. Our brand of chick food has been in successful use eleven years! *We sell millions of pounds of it every season.* Each spring and summer a rapidly increasing number of experienced, successful poultry raisers *use no other grain food* for their small chicks. Year after year the *same customers* buy and use it because they get *unequalled results* and

have found they can rely on its *uniform quality*. All chicks produced on the Cyphers Company \$40,000 poultry farm are fed this food and we grow them *every year by the thousands*.

CYPHERS CHICK FOOD consists of six different grains and is a properly-balanced, long-tested, *scientific ration*. It is a complete food for young chicks—no other grain ration being required or advisable. This food is guaranteed by us to be composed entirely of sound and wholesome grains—no weed seeds, no by-products, no waste materials, no grit. It is granulated and mixed by special, patented machinery and is always the same—*always reliable*.

CYPHERS CHICK FOOD—the genuine article—is put up in sealed bags *to prevent substitution* and to protect the interests of thousands of earnest men and women who year after year are raising chickens the “Cyphers Company way.”

CYPHERS CHICK FOOD is sold in 50 and 100 pound, tightly woven burlap bags. To every customer we furnish free, postpaid, full directions for *correct feeding*. A 100-pound bag will feed one hundred newly-hatched chicks *the first four weeks*, or will feed fifty chicks six to seven weeks. One pound of this balanced-ration, well granulated food *will go as far and do more good* than two pounds of ordinary waste product “chicken feed.” It is always ready to use—and there is no waste! It *preserves* perfect chick health—the natural state; it *insures rapid growth* and is equally valuable for hen hatched and incubator chicks.

Prices of Cyphers Chick Food:

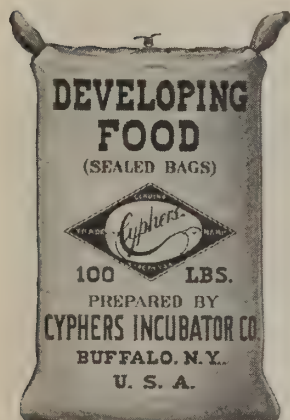
50-lb. bag, f. o. b. all points except Oakland, Cal. \$1.40
100-lb. bag, f. o. b. all points except Oakland, Cal. 2.50
Oakland prices: \$1.65 per 50-lb. bag.
3.00 per 100-lb. bag.

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods, alfalfa and beef scrap.

Address nearest branch house. Sample mailed free.

Cyphers Developing Food

For Promoting the Growth of Young Stock. A Carefully Balanced, Dry Grain Ration, Prepared Expressly to Follow the Use of Cyphers Chick Food



AS ITS NAME IMPLIES, this is a special dry grain mixture intended for *properly maturing chicks* after they are ready to be weaned from Chick Food, and to carry them along to the age when it is desirable to place Scratching and Laying Food before the pullets.

CYPHERS DEVELOPING FOOD is properly balanced to supply the materials required for the *rapid growth of bone, muscle and feathers*. It

is the best food on the market for developing young stock *for show purposes or the breeding pen*, both in size and plumage, and also for hastening the growth of chickens that are being raised *for market purposes*.

CYPHERS DEVELOPING FOOD contains a selected variety of grains, *in sizes and quantities* exactly suited to the purpose for which it is intended. It insures uniform and even growth, *with normal health and feathering*. During the period when the chicks are growing rapidly and *feathering out* it is as necessary as our Chick Food. Should be fed between the ages of four and twelve weeks.

CYPHERS DEVELOPING FOOD is a dry grain mixture. It may be fed from hoppers if desired, but we recommend that for best results it be scattered broad cast or in litter so that the sturdy, active chicks can work for it, *as exercise is required* to aid normal digestion and promote health. Developing Food should be fed three times a day, supplying all the chicks will eat eagerly, leaving none to go to waste. See that they are supplied also with oyster shell and grit.

The quality of the poultry meat produced, where Cyphers Developing Food is used, will be found to be *far superior* to that of ordinary farm-fed chickens, and the Cyphers-fed specimens will be as plump and fat as it is desirable for healthy growing chicks to become.

CYPHERS DEVELOPING FOOD is sold only in 50 and 100 pound sealed bags, bearing the Cyphers Company trade mark and closed with a Cyphers lead seal. Directions for feeding supplied free to every customer.

Prices of Cyphers Developing Food:

50-lb. bag, f. o. b. all points except Oakland, Cal. \$1.25
100-lb. bag, f. o. b. all points except Oakland, Cal. 2.25
Oakland Prices: \$1.50 per 50-lb. bag.
2.75 per 100-lb. bag.

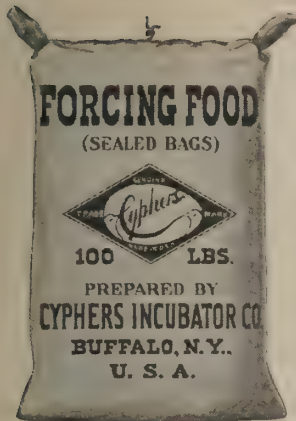
SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods, alfalfa and beef scrap.

Address nearest branch house. Sample mailed free on request.

SPECIAL—Be sure to read “Assorted Order” notice, see page 129.

Cyphers Forcing Food

A Mash Food Specially Designed to Promote Rapid Formation of Flesh in the Production of Broilers, Roasters and Capons



TO SECURE THE HIGHEST MARKET PRICE for dressed or live poultry, it is necessary to place the fowls on the market in an attractive condition so that they will possess both the *quality and quantity* of meat required by consumers who are willing to pay the top prices for an article of food that meets their wishes.

A HEAVY FOWL is not necessarily up to these requirements. The weight may be made up chiefly of bone—the frame of a

fowl may be big, but it may carry but little meat. To be entitled to the highest market price the fowl must be "finished;" it should have a liberal supply of soft, tender meat on its frame, and this can be obtained *only by the finishing process*, whether the fowl is intended for broiler, roaster or capon.

THERE POSITIVELY is no other finishing food on the American market that is worthy to be compared with Cyphers Forcing Food. This is true for the reason that this composition, like all other Cyphers brand poultry foods, is the result of years of experience and is prepared

by *poultry experts*, by men who have studied carefully *the exact requirements* and who have at their command the best equipped poultry food mill in the world. Cyphers Forcing Food, when fed according to our directions, *will produce results that cannot be obtained by any other method.*

FOR THE PROTECTION of our customers against adulteration or substitution, Cyphers Forcing Food is put up in 50 and 100 pound sealed bags only, *every bag bearing our registered trade mark.* Directions for feeding are supplied free to every Cyphers Company customer.

Prices of Cyphers Forcing Food:

50-lb. bag, f. o. b. all points except Oakland, Cal.....	\$1.25
100-lb. bag, f. o. b. all points except Oakland, Cal.....	2.25
Oakland Prices: \$1.50 per 50-lb. bag.	
2.75 per 100-lb. bag.	

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods, alfalfas and beef scrap.

Address nearest branch house. Sample mailed free on request.

Cyphers Laying Food

A Balanced Ration of Ground Grains and Blood Meal, Ready Mixed for Hopper Feeding Promotes Health—Increases the Egg Yield



THE POULTRY KEEPER who as a rule gets the poorest returns from his hens in the shape of eggs is the one who thinks that all they need is an irregular supply of wheat, corn, oats or some other one grain. To secure a large yield of eggs the fowls must be given an ample amount of strongly nutritious food that contains, *in proper proportions*, all the materials *needed for egg making.*

It was with the object of supplying these materials and thus inducing the hens to lay more eggs that Cyphers Laying Food was developed, *based on years of experimenting.* The number of eggs that are laid by the average hen may be said to pay for the cost of production; the additional 25 to 50 per cent. that can be obtained by proper feeding *represents profit*, and it is by feeding Cyphers Company's balanced-ration *Laying Food* that these *additional*, profit-bringing eggs are obtained.

CYPHERS LAYING FOOD is not *in any sense* a condiment or an egg stimulant. On the contrary, it is strictly A FOOD—a palatable, highly nutritious, balanced *egg ration*, ready mixed for the daily mash, and is manufactured by us to meet the demand of poultrymen, who as a result of unfavorable experiences with cheap mash foods manufactured from *by-products and inferior or damaged grain* have learned the importance

of using only such poultry foods as are produced *from perfectly sound grains.*

Poultrymen who wish to obtain the *greatest food value* for their money will realize that it is to their advantage to buy of manufacturers who are specialists in the production of poultry foods *and who positively guarantee their goods under seal.* We ask you to remember that there is a big difference between poultry foods made up of the *leavings and sweepings* of stock food and breakfast food manufactories, and the whole grains *ground specially* by us in our own mill—a mill that is *devoted exclusively* to the production of poultry foods.

FOR THE PROTECTION of our customers against adulteration or substitution, Cyphers Forcing Food is put up in 50 and 100 pound sealed bags only, *every bag bearing our registered trade mark.* Directions for feeding are supplied free to every Cyphers Company customer.

Prices of Cyphers Laying Food:

50-lb. bag, f. o. b. all points except Oakland, Cal.....	\$1.25
100-lb. bag, f. o. b. all points except Oakland, Cal.....	2.25
Oakland Prices: \$1.50 per 50-lb. bag.	
2.75 per 100-lb. bag.	

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods, alfalfas and beef scrap.

Address nearest branch house. Sample mailed free on request.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Scratching Food

An Ideal Dry Grain Mixture—Affords Variety, Promotes Exercise, Insures Health and Vigor



year, including the laying and breeding season, the moulting period, etc. A well composed Scratching Food must contain an attractive variety of grains such as will induce the fowls to *scratch for more* and keep at it. It must also be proportioned to meet the hen's requirements as an *egg machine*.

Such is CYPHERS SCRATCHING FOOD. Exercise is absolutely necessary to promote digestion, maintain health, insure a continuous egg yield and produce fertile eggs. *Remember that breeding fowls cannot be kept vigorous and strong by any method that does not require exercise and plenty of it.*

SCRATCHING FOOD fills one of the most important requirements of the poultry raiser *if correctly prepared*. It is not sufficient to provide grain to be thrown into the litter of a "hen house," even if in imitation of the original Cyphers Company product it happens to bear the name of "scratching food."

A Scratching Food rightly made up is composed of such a variety of grains, *properly balanced*, as will meet a range of conditions extending throughout the

In selecting and preparing the grains and seeds for Cyphers Scratching Food we crack or cut them sufficiently small so that the fowls will have to work to find them *and cannot eat the food all out of the litter in a few minutes*. It would defeat the purpose to feed nothing but whole grains. While we leave some whole wheat in our Scratching Food, together with whole barley, sunflower seed, etc., still *fully three-fourths of the mixture* is as small as whole wheat. On the other hand, we screen out the meal and by this means *avoid waste*.

CYPHERS SCRATCHING FOOD is put up in 50 and 100 pound sealed bags, each bag bearing our trade mark. Directions for feeding are mailed free to every customer.

Prices of Cyphers Scratching Food:

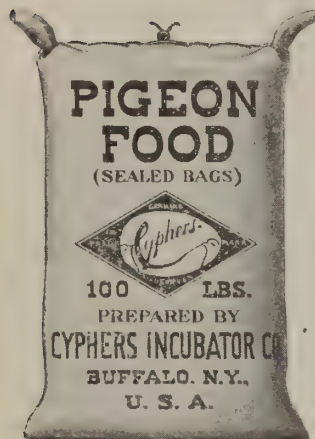
50 lb. bag, f. o. b. all points except Oakland, Cal. \$1.25
100 lb. bag, f. o. b. all points except Oakland, Cal. 2.25
Oakland prices: \$1.50 per 50 lb. bag.
2.75 per 100 lb. bag.

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods, alfalfas and beef scrap.

Address nearest branch house. Sample mailed free on request.

Cyphers Pigeon Food

A Mixture of Properly Seasoned Grains, Specially Selected for Pigeons



marketed, the importance of a correct food *cannot be over estimated*. The health of the birds and the rapid growth and weight of the squabs is dependent upon it. Squab raisers need to use every possible means to enable them to market squabs *that will weigh above the average*, as the largest profits are to be found in extra weight over and above the standard sizes. It costs no more to use a food *that will produce these results* than it does to travel in the old rut of haphazard feeding.

We have combined in CYPHERS PIGEON FOOD the most reliable and satisfactory mixture of the best grains obtainable for this purpose. It is practically

IN COMPOUNDING a food for pigeons the proper selection of various grains *is of great importance*. The peas it contains should be of a certain age. The wheat must be red, never white. The proportions of millet, hemp-seed, kaffir corn and all other materials that enter into it *must conform to the known needs* of the birds and be absolutely sweet and free from must.

DURING THE BREEDING season and when squabs are to be

impossible for any feeder to purchase on the open market materials of this kind and quality and assemble them *in the proper portions* at as low a price as we offer our sealed-bag brand.

CYPHERS PIGEON FOOD is pronounced to be indispensable where the best results are desired and *it is used extensively* in lofts where the birds are in the healthiest condition and the output of squabs is heaviest. We advise that CYPHERS PIGEON FOOD be kept before the birds at all times in a suitable hopper, except in the case of Homers and Flying Tumblers in training, which should be fed at stated intervals, as this is an important part of the training.

Prices of Cyphers Pigeon Food:

50 lb. bag, f. o. b. all points except Oakland, Cal. \$1.50
100 lb. bag, f. o. b. all points except Oakland, Cal. 2.75
Oakland prices: \$1.75 per 50 lb. bag.
3.25 per 100 lb. bag.

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods, alfalfas and beef scrap.

Address nearest branch house. Sample mailed free on request.

"HAD NO SICKNESS OR DISEASE"

Larrabee, Iowa, August 29, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

I have succeeded in raising nearly every chick hatched. Fed Cyphers Chick Food right from the start and it is the best I have ever used. After the chicks were one month old I started feeding Cyphers Developing Food and had no sickness or disease of any kind.

H. L. CARNAHAN.

"NOT LOST A CHICK EXCEPT BY ACCIDENT"

Loraine, Ill., May 9, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

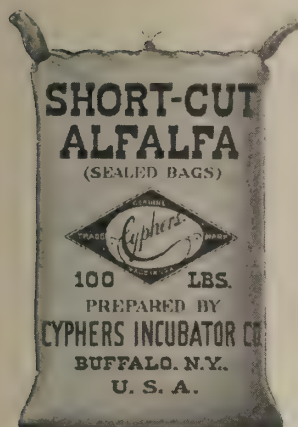
Enclosed find order for \$3.75 for which send me 100 pounds of your Chick Food and 50 pounds of your Scratching Food and send same as soon as possible. I have fed your Chick Food and find it very satisfactory, as I have not lost a chick except by accident this year.

MRS. GEO. HERZOG.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Short-Cut Alfalfa

Guaranteed 95 Per Cent. Pure Alfalfa. Alfalfa Possesses From 14 to 17 Per Cent. Protein, Mangels 1.5 Per Cent., Grass 6.65 Per Cent. Protein is the Most Valuable and Most Expensive Element in All Foods



AMONG GREEN FOODS for domestic animals and for poultry during the seasons of the year when fresh vegetation cannot be had *Alfalfa stands at the top.* For best results in the growth of chicks and to increase winter egg production, a vegetable food such as alfalfa is *indispensable.*

ALFALFA contains more protein than any other plant in general use as food, and if properly cured and pure it is *cheaper.* In other words protein, the most

valuable "content" of poultry foods, when bought in the shape of alfalfa, is *low in price;* but the alfalfa you use should be of *good quality,* free from weeds, grasses, etc., and should be *pea green when moistened.* Alfalfa must be properly cured and should be cut or ground *immediately thereafter,* otherwise it loses much of its nutritive value.

When used as the foundation of a moist mash, our SHORT-CUT ALFALFA is mixed dry with other foods and is then scalded or boiled with them, as the poultryman desires. When fed in connection with dry grains it should be scalded in a trough or other vessel and left for the fowls to eat at will.

CYPHERS PEA-GREEN ALFALFA, guaranteed 95 per cent. pure, is put up in 50 and 100 pound bags, every bag bearing our trade mark and seal. Directions for feeding mailed free to every customer.

Prices of Cyphers Short-Cut Alfalfa:

50-lb. bag, f. o. b. all points except Oakland, Cal\$1.15
100-lb. bag, f. o. b. all points except Oakland, Cal 2.00
Oakland Prices: \$1.40 per 50-lb. bag.
2.50 per 100-lb. bag.

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders,* including foods and beef scrap.

Address nearest branch house. Sample mailed free on request.

Cyphers Mealed Alfalfa

Guaranteed 95 Per Cent. Pure Alfalfa. Specially Suited to Small and Growing Chicks



MEALED ALFALFA is a boon to poultrymen when it is pure in quality and *properly ground.* We say this advisedly because there are a number of brands on the market sold as ground Alfalfa, mealed clover, etc., that *are not pure alfalfa* and are not properly mealed.

This is true because it requires special machinery to properly grind alfalfa or clover and the process is *an expensive one.* These tough, fibrous plants are not like grain; they cannot be ground in an ordinary mill. It required *six years of costly*

experimenting for Cyphers Incubator Company to develop special machinery for the cutting, meal and shredding of alfalfa.

CYPHERS MEALD ALFALFA is properly ground and is guaranteed to be 95 per cent. pure alfalfa. Mealed alfalfa should be used as the foundation of mashes for *poultry of all ages,* but it is especially valuable (in the mealed form) for *young chicks* on account

of its *finely pulverized* condition. It aids digestion and affords bulk to grain foods which are often too concentrated.

If more alfalfa meal were fed to young chicks there would be *far less mortality,* and this applies equally well to mature fowls, so far as improving their general health and vigor is concerned. *Nothing exists in the way of a food product that is of greater value than alfalfa to increase the egg yield and produce fertile eggs.*

CYPHERS MEALD ALFALFA is put up in 50 and 100 pound bags bearing our trade mark and seal. Directions for feeding mailed free to every customer.

Prices of Cyphers Mealed Alfalfa:

50-lb. bag, f. o. b. all points except Oakland, Cal\$1.25
100-lb. bag, f. o. b. all points except Oakland, Cal 2.25
Oakland Prices: \$1.50 per 50-lb. bag.
2.75 per 100-lb. bag.

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders,* including foods and beef scrap.

Address nearest branch house. Sample mailed free on request.

HAS HAD NEARLY DOUBLE NUMBER OF EGGS

Menlo Park, N. J., April 24, 1909.

Cyphers Incubator Company, Buffalo, N. Y.—

I would not try to raise chickens without your Alfalfa. It is kept in hoppers in each house all the time. In winter the hens eat a great deal of it, and even now with green grass outside I find I have to keep filling the hoppers. This is the first winter I have made it the only green food and I have had nearly double the number of eggs. *It is easier to feed and is cheaper than any other green food.*

MRS. C. B. ELLIOT.

PRODUCES FERTILE EGGS AND STRONG CHICKS

Lodi, N. Y., May 14, 1909.

Cyphers Incubator Company, Buffalo, N. Y.—

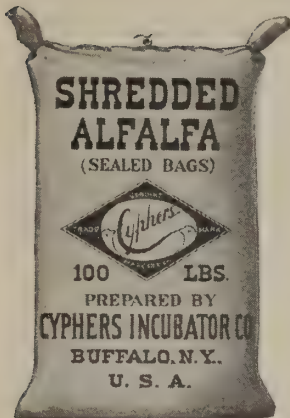
I have used your Alfalfa freely this year, and *your claim that its use will increase the fertility of the eggs and the vitality of the chicks* is positively substantiated by the results of my hatches this year. From a total of 208 eggs I have hatched 181 chicks. They have been fed nothing but your Chick Food and Beef Scrap and I have yet to loose my first chick.

W. K. VAN VORST.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Shredded Alfalfa

Guaranteed 95 Per Cent. Pure Alfalfa. Valuable as Green Food, Also as Litter for Chicks and Breeders



OUR SHREDDED ALFALFA is shredded in fact—it is not simply short cut. The fibers of the plant are separated and broken up as well as being cut into convenient lengths for feeding.

SHREDDED ALFALFA adds bulk to the mash food and is easily prepared, as the scalding water takes hold more rapidly than it does when the stems are intact. This green-food product may be used separately in troughs, after it has been scalded in the manner described for short-cut alfalfa.

SHREDDED ALFALFA is of the nature of a by-product in the manufacture of short-cut and mealed, but it is 95 per cent. pure alfalfa and is valued highly by practical poultrymen, *both for feeding and for use as litter* where the fowls and chicks (especially the latter) eat large quantities of it. We strongly recommend the use of alfalfa (shredded, mealed or short-cut) where the *deep litter method* of feeding chicks is practiced—a method that will give you *larger and*

better chicks at less cost of food and labor than any other known to poultrymen.

It is easy to recognize the difference between Shredded Alfalfa and the "stock food" brands of short-cut alfalfa on the market. Poultrymen should make sure that they get the shredded product when they ask for it. There are so-called alfalfas on sale which are less than 50 per cent. pure plant, *being more than one-half ordinary grasses and weeds.*

CYPHERS SHREDDED ALFALFA is put up in 50 and 100 pound bags, bearing our trade mark and seal. Directions for feeding mailed free to every customer.

Prices of Cyphers Shredded Alfalfa :

50 lb. bag, f. o. b. all points except Oakland, Cal.....	\$.90
100 lb. bag, f. o. b. all points except Oakland, Cal.....	1.60
Oakland prices: 50 lb. bag.	\$1.25 per
100 lb. bag.	2.00 per

SPECIAL PRICES will be quoted from each of our six places of business on five and ten bag lots, also by the ton and for *assorted orders*, including foods and beef scrap.

Address nearest branch house. Sample mailed free on request.

High Protein Beef Scrap

A Standard Meat Food for Poultry of All Ages—Thousands of Tons Used Annually by Poultry Raisers

HIGH PROTEIN BEEF SCRAP is an especially valuable meat food for poultry and gives *very satisfactory results* when fed dry from a food hopper. "Any kind" of beef scrap will not answer for poultry feeding. Poor beef scrap scours the birds and otherwise injures them. Where a reliable brand of beef scrap is used the results are *uniformly good*.

WE GUARANTEE our brand of Beef Scrap to be *the best on the market*. Cheap scrap means cheap material used in its composition—*means low feeding value* and an article which, if fed to chicks or ducklings, may cause exceedingly harmful results. A trial will convince you of the superiority of our HIGH PROTEIN BEEF SCRAP. Two-ounce sample package mailed free on request. Address our place of business nearest you.

THE TWO FLOCKS of ducks illustrated on this page show the *value of beef scrap as a poultry food*.

Figure I shows a flock of ducks that was reared without meat food. Figure II shows a flock of ducks that was reared under the same conditions, except that these ducks were fed a ration of HIGH PROTEIN BEEF SCRAP from the start. At the beginning of this test the *number and size* of the ducklings in each flock were the same.

Prices of High Protein Beef Scrap

Please address nearest branch house (Buffalo, Boston, New York, Chicago, Kansas City or Oakland) for current prices of Beef Scrap. Prices vary twenty-five to fifty cents per 100 pounds at the different points on account of the cost of freight and storage.

SPECIAL PRICES can be quoted from each of our six places of business on five and ten bag lots, or by the ton and for *assorted orders*, including beef scrap, foods and alfalfa.

SPECIAL—Be sure to read "Special Order" notice, see page 129.



Fig. I—This Flock of Ducks was Reared Without Meat Food.

Fig. II—This Flock of Ducks was Fed Meat Food.

At the beginning of this test the number and size of both flocks were the same.

Sample Reports—Cyphers Company Poultry Foods

DEEP LITTER METHOD—"AVERAGE POUND HEAVIER"

2141 South St. Louis Ave., Chicago, Ill.
July 30, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

At this writing I must tell you of *my experience in testing your method of deep litter-feeding for chicks*. I have at present 108 Orpington chicks divided into pens of eighty, all deep-litter fed on Cyphers Foods, and have thirty Silver Penciled Wyandottes, hand fed. I used a sack of 100 pounds in the different pens and will state that *at this writing the deep-litter fed birds have eaten less, but average one pound heavier than the hand-fed birds*. In my fifteen years' poultry experience I have tried different methods and a dozen kinds of poultry foods, *yet never have I received the satisfaction that has resulted since using Cyphers Foods exclusively*. I now have cockerels four months old that weigh six pounds, and pullets that weigh 4½ pounds. Am so pleased that I am using your Foods exclusively and am glad to tell visitors these birds were hatched in Cyphers Incubators, *and raised on Cyphers Foods*. Two of my male birds I feel sure will be in the winning class at the Chicago Show, or I miss my guess.

P. J. ARMSTRONG.

"HAVE ABOUT 400 CHICKS"

Adams, Neb., June 13, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have used thus far this season *about six hundred pounds of your different Poultry Foods and have just placed my order for seven hundred pounds of your Developing Food*. I am greatly pleased with your Poultry Foods. We have about four hundred chicks that have been *raised on Cyphers Foods* and they are doing fine. *Have lost very few*. We feel sure of raising some winners for the shows next winter. Note on this letterhead cut of my first prize, prize cockerel, at Nebraska State Show. This bird scored 95½ points.

J. B. MINSHALL,

Black Langshan Specialist.

"BOTH FOR YOUNG AND OLD BIRDS"

HODGE & McLUCKIE

Exporters, Importers and Breeders of Nonpareil Barred Plymouth Rocks. Winners of Highest Awards at Guelph, Toronto, East York, etc.

Toronto, Ont., Can., June 9, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We are glad to put in a good word for your Chick Food, *which we have been using exclusively for the last four years*. We have tried many poultry foods in our time, but must confess that we have found *none so good as the Cyphers brands*, both for young and old birds, and we especially like your Chick Food. We took part this season in testing four makes of incubators and the Cyphers beat them all, both for easy handling and hatching both hen and duck eggs.

HODGE & McLUCKIE.

"GROW LIKE WEEDS—YOUR DRY FOOD METHOD"

South Amboy, N. J., June 7, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used your Incubators (6) and Brooders (14) for the past eight years and have always had good results from them when operated according to instructions. *Your Chick Food has given excellent results and chicks grow like weeds on your dry-food method*. Used your hoppers and fountains, as they appealed to me as the most practical of all, and shall be pleased at all times to recommend your goods to all interested in poultry. Have an incubator I bought of you six years ago and it still holds the temperature to the dot. Shall want to double my equipment next year and you can count on my orders.

A. O. ERNST.

CYPHERS FOODS PRODUCE PRIZE WINNERS

Broadview, Mont., October 5, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I enclose photograph of my first prize White Orpington pullet and first cockerel at the Fremont and Hastings Shows last winter. They were winners of the silver cup shown in picture. *These birds are beautiful examples of what Cyphers Chick Food can produce*, as they were raised on it. I also enclose picture of a White Wyandotte cockerel raised by me *on your Chick Food*, a bird for which \$50 was refused.

J. B. HIRST, Proprietor,
Broadview Poultry Yards.

"CHICKENS ARE JUST CRAZY FOR THEM"

Chippewa Falls, Wis., May 2, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Send me as soon as possible *another hundred pounds of Cyphers High-Protein Beef Scraps* and a fifty-pound bag of Cyphers Forcing Food. Your Beef Scraps are the *best I have ever used*. As soon as I put them in the hopper the chickens are just crazy for them. *Your Chick Food cannot be beat*. Therefore I am going to try Cyphers Forcing Food and see how it works. To date all your goods have proved A No. 1.

EDWARD WILKOMMEN.

"HAVE RAISED ABOUT 1,500 CHICKS"

San Lorenzo, Cal., August 15, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Since purchasing the large 390-egg Cyphers Incubator last February, we have hatched and raised about 1,500 chicks, all strong and healthy. *We have raised them on Cyphers Chick Food, Cyphers Developing Food and Cyphers High-Protein Beef Scrap exclusively*. We cannot speak too highly of your Incubators and Foods and attribute our success to having used your goods, as when we first started we knew nothing of the poultry business. Next season we expect to purchase three more of your large Incubators and build a 150-foot brooder house.

D. McMILLAN.

"JUST AS GOOD"—KILLED ABOUT HALF HIS CHICKS

Cincinnati, Ohio, April 11, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Some weeks ago I wrote you for quantity prices on your Chick Food and you referred me to ——— & ———, who are local agents, but they *informed me they did not have your Chick Food in stock and sold me some "just as good."* This substitute has already *killed about one-half of my young chicks*. I wish, therefore, you would quote me prices.

JAMES B. EDWARDS.

"YOUR PREPARED DRY FOODS EXCLUSIVELY"

Gaffney, S. C., June 11, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Have used most all the different brands and makes of Poultry foods, but *am now using and much prefer the Cyphers to any of the others*. I have some promising show specimens coming on that were hatched in your Incubators and fed on your Foods. *I use your Prepared Dry Foods exclusively* and at this writing *have 95 per cent. of all chicks hatched*.

N. V. SANDERS.

"MORTALITY REDUCED TO THE MINIMUM"

Richards, Mo., June 8, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I want to congratulate you on the excellence of your Poultry Food Products, especially on Cyphers Chick Food and Cyphers Developing Food. *I firmly believe that much of my success in bringing my birds into winning condition is due to their rapid and correct development by the use of these foods*. Since using Cyphers brand Chick Food my percentage of mortality has been reduced to the minimum.

M. S. BRADY.



First prize White Orpington Cockerel and Pullet at Fremont and Hastings shows last winter. Raised on Cyphers Chick Food. Owned by J. B. Hirst, Broadview, Mont.

IS A "FARMER'S WIFE," NEVERTHELESS —

Griswold, Iowa, June 15, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

During my experience in raising poultry I have tried several brands of chick food and other poultry foods, but never have found any that equals the Cyphers. Have found it one of the most valuable preparations on the market today. I cheerfully recommend your Foods. *Being a farmer's wife I nevertheless consider Cyphers Ready-Mixed Foods cheaper than we can grow them*, judged by results. I breed R. C. Rhode Island Reds that win for my customers. *As chicks they are all raised on your brand of Chick Food.*

MRS. ANNA M. LEMBKE, Proprietor,
Pleasant View Poultry Farm.

"FINE PRIZE WINNERS AS A RESULT"

Frankfort, N. Y., June 3, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

I use your Chick Food to raise my chickens and get fine prize winners as a result. They grow very fast and mature early on the start they get from this balanced-ration food. Have won many first, second and third prizes at Utica, Rochester, Herkimer, Kingston, Frankfort, etc., on birds hatched in your Incubators and raised on Cyphers Chick Food. Have found that it pays to use the best in poultry food as well as in incubators.

N. B. LINTS,
Specialty Breeder of R. C. Rhode Island Reds.

"EGGS AT THIS TIME ARE REAL MONEY"

Williamsport, Pa., January 5, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

Enclosed you will find my check for \$4.44, for which please send me at once by freight 200 pounds of Cyphers Laying Food. *Am well pleased with your Laying Food.* I consider it the real article. My hens all lay fine when fed on this food and eggs at this time of the year are real money.

G. B. PRIOR, 1026 Hepburn St.

"ABOUT 500 CHICKS—LOST ONLY SIX"

Roneys Point, W. Va., August 5, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

I have used your Chick Food with great success. *This season I reared about five hundred young chickens on it and to date have only lost six.* Out of 148 eggs placed in your No. 1 Incubator I hatched 135 chickens. Raise all my chicks in your Brooders and on your Poultry Foods, including my prize winners.

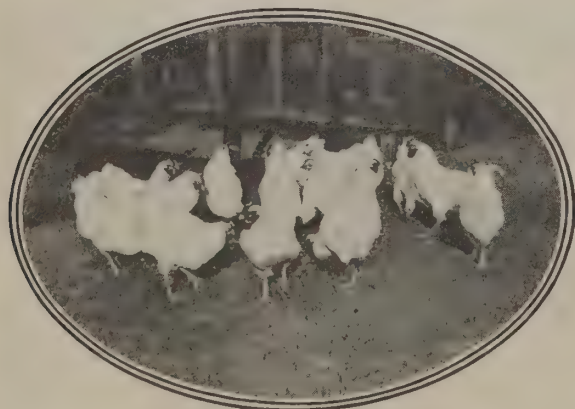
WOODS BLANEY.

NINETEEN WEEKS OLD; WEIGHT, 7 LBS.

Mansfield, Mass., August 19, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

I enclose some views of some of my Lily White strain of White Plymouth Rocks. These birds were hatched in a Cyphers Incubator, raised in a Cyphers Brooder and fed your Chick Food and Beef Scraps. My birds did well on your Chick Food and developed rapidly. Some of the cockerels weighed seven pounds at four and one-half months.

H. G. WEBSTER.



White Plymouth Rocks hatched in Cyphers Incubator, raised in Cyphers Brooder, and fed on Cyphers Foods. Some of the cockerels weighed seven and one-half pounds at four and one-half months. Owned by H. G. Webster, Mansfield, Mass.

"WEED SEEDS
GAVE THEM
DIARRHOEA"

Healdsburg, Cal.,
July 9, 1910.
Cyphers Incubator Co.,
Buffalo, N. Y.—

About three years ago my little chicks ate some weed seeds that gave them diarrhoea. Knowing from experience that I could depend on your Chick Food I wrote your Oakland House to rush some up to me—which they did without loss of time. I penned up the chicks, fed nothing but Cyphers Chick Food and short-cut clover and it was surprising how soon they began to improve, and in less than a week were on the high road to recovery. Your Short-Cut Alfalfa and Chick Food are a combination hard to beat. Have also used with good results your Forcing Food and Scratch Food. It gives me pleasure to recommend your poultry foods and supplies to people who want reliable goods.



Sample of Round-Bodied, Full-Meated Chick Raised on Cyphers Co.'s Dry-Grain Balanced Rations. Weight, 3 lbs. at 10 weeks old.

MRS. S. SWAYSGOOD.

"NEARLY 3,000 CHICKS—RESULTS WONDERFUL"

FRANK M. ROSS,
Breeder of White and Barred Plymouth Rocks
and Rhode Island Reds.

Kentland, Ind., August 10, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

Have operated two of your No. 3 Incubators and the results have been even more than we hoped for. Hatches have been large and the chicks good strong ones—full of life and able to make a fight for it. After taking them out of the machines I placed them in your Outdoor Brooders, fed them on Cyphers Chick Food, and the results were wonderful. I raised nearly three thousand chickens this year from these two machines, and they are the finest lot we have ever had. Your Chick Food is the cleanest and finest that I have ever seen. There is no stale or defective grain in it. If even a beginner uses your Chick Food as directed by you he cannot fail to raise better and more chickens.

FRANK M. ROSS.

"CLEAN, WHOLESOME, PROPERLY BALANCED"

Hazleton, Iowa, August 22, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

When it comes to hatching chickens the Cyphers is right there with the goods. One hatch this season gave us 230 chicks from 241 fertile eggs. Our last hatch this year on July 12th gave us 307 chicks from 324 fertile eggs. Have ordered about five tons of your Poultry Foods this season and find them superior to any I have ever used. They are clean and wholesome, are properly balanced and give the best results. Have discontinued all other foods and now use Cyphers Chick Food and Developing Food exclusively for our young stock. All my Oelwein show birds were hatched in a Cyphers Incubator.

Would rather trust high-priced eggs in a Cyphers Incubator any time than under the best hen I ever saw.

C. H. DRAKE.

"NEVER HAD HENS LAY SO WELL"

Windsor, Mo., August 23, 1910.
Cyphers Incubator Co., Buffalo, N. Y.—

While I was secretary and treasurer of the Western Missouri Poultry Association I ordered several tons of your Poultry Foods and from all the members I heard nothing but praise for your products. Last winter I used your Scratching Food and Short-Cut Alfalfa for my layers and never had hens lay so well. In the spring I started my baby chicks on your Chick Food and as they grew larger I followed it up with your Developing Food and Beef Scraps and, believe me, I am going into winter quarters with the strongest flock of youngsters I ever raised. Am for Cyphers Poultry Foods first, last and all the time.

MAX D. BRINNON.

SAMPLE REPORTS—CYPHERS COMPANY POULTRY FOODS

"THEY HAVEN'T THAT PLUMP APPEARANCE"

Nashville, Tenn., April 9, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Since you have had no agent here we have found to our entire satisfaction that **there is only one best poultry food on the market—the Cyphers**. Have tried every other brand we could get hold of, but cheap, adulterated foods are all we can find, and **as a result our eight weeks' old chicks are at least two weeks behind in size**; besides, they haven't that plump appearance. Cannot you arrange with some house in the city to buy your Poultry Foods in car lots so that the hundreds of breeders in and around Nashville will be able to get them? The poultry breeders around here **have had all they want of this cheap stuff** and if you will get a distributing house here it will be only a short while till there will be scarcely nothing else used here except Cyphers Brand Foods. Please send us your latest price-list and oblige,

SMITH POULTRY FARM, E. J. SMITH.

"ANY PERSON USING CYPHERS FOODS"

2917 Brighton Ave., Los Angeles, Cal.,

June 26, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Have used your Chick Food **several years and attribute to it a great part of my success in raising young chicks**. Have found this food very nourishing and to contain the proper variety of grains **to make the chicks grow and to keep them in a good healthy condition**. I also use Cyphers Laying Food with the best results, and believe that any person using Cyphers Foods will be successful, **both with chicks and breeding stock**.

C. C. BONNELL,
Black Minorca Specialist.

NOT SO "IN THE OLD DAYS"

Cincinnati, Iowa, August 3, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I started all my Buff Orpingtons on Cyphers Chick Food and therefore have no trouble with white diarrhoea. **This was not the case in the old days before I learned to pin my faith to the name "Cyphers" on a bag of poultry food**. Your goods have given me entire satisfaction.

GEO. C. SAYRES.

TWO CYPHERS FOOD CAPONS; WEIGHT, 27 LBS.

O. W. HOUGHTON

Breeder of Cycle Strain White Wyandottes

10 Marble St., Stoneham, Mass.,

August 16, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I can heartily recommend the Cyphers Chick Food **for best feeding results**. For the past seven years I have been favored with first and second prizes for single cockerels and pens at the Brockton Poultry Show. These birds were hatched in Cyphers Incubators **and raised on Cyphers Poultry Foods**. Find herewith picture of first prize pen. These are Cyphers Poultry Food stock. Fourteen weeks ago I caponized a pair of birds that weighed five pounds each. **They now weigh twenty-seven pounds** and at the present market price for soft roasters would bring a total of \$9.18 for the pair. **These birds were fed first to last on Cyphers Poultry Foods**.

O. W. HOUGHTON.



Pen of White Wyandottes winning first at Brockton Show, hatched in Cyphers Incubator and raised on Cyphers Foods. Owned by O. W. Houghton, Stoneham, Mass.

TWELVE WEEKS OLD; WEIGHT, 3 LBS. 5 OZS.

Hume, Mo.,

September 21, 1910.

Cyphers Incubator Co.,
Buffalo, N. Y.—

Enclosed find photo of one of my pens of Crystal White Orpingtons—birds that were hatched in one of your No. 3 Incubators and **fed from first to last on Cyphers Chick Food, Developing Food and Scratching Food**. At twelve weeks old the one I hold in my hands **weighed three pounds, five ounces** and some of the pullets at five months old were laying. I can recommend your Incubators as the best in the world. I hatched from 84 to 97 per cent. of the fertile eggs. I find the Cyphers Brooders to be very successful and recommend them in preference to using hens every time.



A. L. Billings, Hume, Mo., and his flock of Cyphers-hatched, Cyphers-brooded and Cyphers-fed Crystal White Orpingtons. The bird held by Mr. Billings weighed three pounds and five ounces when twelve weeks old.

A. L. BILLINGS.

LOST NO MORE CHICKS FROM BOWEL TROUBLE

Tuscola, Ill., May 19, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Enclosed find money order for 25 cents in payment for your Book No. 8, "Profitable Poultry Feeding." Please allow me to say that I am more than pleased with the Chick Food I got of you. My chicks are **doing better on it than any feed I ever tried**. Since I began using Cyphers Chick Food I **have not lost any chicks from bowel trouble**. Will send another order for poultry food at the end of this week.

ELBERT L. POOLE.

"CHICKS HAVE NO BOWEL TROUBLE"

Melvorn, Kas., October 4, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I can heartily recommend your Chick Food, as I **have found it the best I ever used, and I have used quite a number of other brands**. I raised about 150 chicks for myself last spring and I **never saw birds grow faster or feather better than they did**. When I feed Cyphers Chick Food the chicks have no bowel trouble, are always lively and healthy and I **have never yet lost a chick from disease while feeding it**. I can say to all poultry women, use Cyphers Sealed Bag Chick Food! You will then know what you are getting **and can raise your chicks**.

MRS. EDWARD KING.

"WONDERFUL EGG PRODUCTION—WINTER MONTHS"

GEO. J. CUNNINGHAM

Barred Plymouth Rock Specialist with twenty years' experience.

Sag Harbor, N. Y., June 7, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used Cyphers Poultry Foods for the past three years. These foods I can highly recommend as they have given me the best results. **By using your High-Protein Beef Scrap and Cyphers Shredded Alfalfa my hens have given me a wonderful egg production during the winter months**. My chicks are brought up on your Chick Food and they always thrived well on it.

GEO. J. CUNNINGHAM.

"BEST SOLD ON OUR LOCAL MARKET"

Rumford, Maine, Nov. 3, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Have used several brands of chick and scratching foods, also beef scraps, **but none has proved anywhere near as satisfactory as the Cyphers Brand**, which contains no waste. Chicks also gain weight faster and do better **than on any other grains**. Shall use no other foods while I can get the Cyphers. If I had used Cyphers Chick Food only the last season would have had more chicks and better chicks because **I can truthfully say that my Cyphers fed chicks have proved the best sold on our local market**.

MRS. S. A. FICKETT.



Examples of Cyphers Poultry Farm White Leghorn Cockerels of Bred-to-Lay Strain.
Brothers to Pullets on Pages 116 and 117.



Sample Breeding Pen of Cyphers Poultry Farm Heavy-Egg-Yield,
Early-Maturing S. C. Rhode Island Reds.



Long-Bodied, Egg-Type White Wyandottes as Bred for Prolific Yield on
Cyphers Company's Poultry Farm.

CYPHERS POULTRY FARM STOCK
FANCY AND UTILITY

CYPHERS COMPANY POULTRY FARM

DEVOTED TO THE PRODUCTION OF QUICK-MATURING, HEAVY EGG-YIELD
STRAINS OF STANDARD-BRED FOWLS OF THE MOST POPULAR VARIETIES

CYPHERS Company Poultry Farm represents AN IDEA. It is being conducted strictly for the production of fowls *intended for breeding purposes*—fowls that possess special qualities or values. These special values are: Constitutional vigor; standard shape and color; early maturity in form and weight, and heavy egg yield.

We sell stock from our Farm *for breeding purposes only*. The stock is sold in three forms: As

mature fowls ready for breeding; as day-old chicks carefully toe-marked, and in the form of eggs for hatching.

We prefer to limit the sales of mature birds to single males, to trios (a male and two non-related females) and to small breeding pens made up of a male and four non-related females.

By non-related, we mean that the male



Single Comb White Leghorn Hen No. 361. Laid 242 Eggs in one year. Died in 1909.

and females shall not be nearer than three removes in blood lines.

We have a definite purpose in not wishing to sell larger numbers of mature specimens to any one customer. In the first place the supply is limited. We never yet have been able to produce enough of *the right kind* to go around. Second, the present and future success of Cyphers Incubator Company *depends very largely* on how well its many customers are able to do in the poultry business. Therefore it is much to our interest to help our customers in every way we can.

ABSOLUTELY ESSENTIAL

Constitutional vigor in the breeding fowls you use as the foundation for your poultry enterprise *is absolutely essential*. To obtain this vigor in domestic fowls that are more or less confined, *is a study*—a profession. That is why we now have chairs of Poultry Husbandry at the leading State and Provincial agricultural colleges of the United States, Canada and other progressive countries.

We believe that more men and women have met with poor results in their poultry work on account of being handicapped with *weakly, debilitated stock*, than from any other cause. The eggs from such stock do not hatch well and the chicks that manage to get out of the shells are small, weak and soon die off. This has been a common stumbling block for years—to our certain knowledge.

So far as it is possible to do so, Cyphers Incubator Company wants to help remedy this condition—especially among its own customers. The best way for us to do this is to produce the right kind of stock—*the right kind of breeders*.

OUR BIRDS ARE STANDARD- BRED

CYPHERS POULTRY FARM birds are mated and bred *in close conformity* to the requirements of the American Standard of Perfection. We *believe firmly* in the combination of “utility and beauty” in domestic fowls, and would no sooner think of using a deformed, disqualified or unsightly specimen as a breeder than we would of placing diseased fowls in the mating pen.

We are *strong advocates* of beauty of form and color in poultry, as the pictures herewith will clearly show. We do not make a specialty of selling exhibition specimens, but in the majority of cases our first and second selections, if placed on exhibition, would share the honors at fall fairs and winter shows. Customers of ours *have won many prizes* in the United States and in foreign countries with choice birds furnished by us, also on specimens hatched from Cyphers Farm eggs.

Our belief is that fowls of the egg-laying and general-purpose breeds or varieties can be standard-bred (*i. e.*, bred in conformity with the requirements of the Standard of Perfection) and still can be *strongly vigorous and productive*. That is the theory on which we are working—our idea being to help as many of our customers as we can, realizing that we can produce *only a small portion* of the fowls and eggs they will need each season.

FOR BROILERS AND ROASTERS

As regards early maturity, this is mainly a question of blood lines and feeding. Families of fowls can be bred to a point of early maturity so that they will *round out earlier* as broilers and roasting chickens, and so that they will begin laying *three to five weeks* earlier than the average for the breed or variety. Care needs to be observed in this connection to prevent a decrease in size of frame and to avoid debility from loss of weight. These are questions of real vigor and of feeding. The *right food rations* will develop frame and supply the excess



Single Comb White Leghorn Hen, now three years old. Laid 238 eggs in one year.



West Brooding House—Cyphers Company Poultry Farm.

materials for extra meat and an increased egg yield. We have proved these facts by many experiments, and so have our customers.

Touching briefly on the problem of securing a **largely increased egg yield**, this is a matter of egg type, of blood lines, of constitutional vigor and of special feeding. That there is an "egg type" in fowls we have no doubt, but we believe it to exist only on general lines. For example, the body of the layer can be shortened too much. On the other hand, a thin-headed fowl with a narrow body and pinched tail is certain to be lacking in stamina and vigor, **without which** the "egg-machine" is an impossibility.

MAKING THEM EGG MACHINES

For Leghorns, Barred and White Rocks, White Wyandottes, Rhode Island Reds, etc., our ideas of "egg type" are shown in the birds of these varieties illustrated herewith. Notice that these are choice standard specimens; also that they have **long bodies, strong, healthy looking heads, well arched necks, with tails carried medium low and well spread.**

It is truly remarkable what an egg-type, specially-bred hen can do during the twelve months of her maximum egg yield—a White Leghorn, for example. In more than sixty cases we have had a Leghorn hen produce in one year **more than eight times her own weight** in beautiful white eggs, and in

several cases these record-hens have laid eggs within the year that weighed **more than nine times** as much as the hen herself.

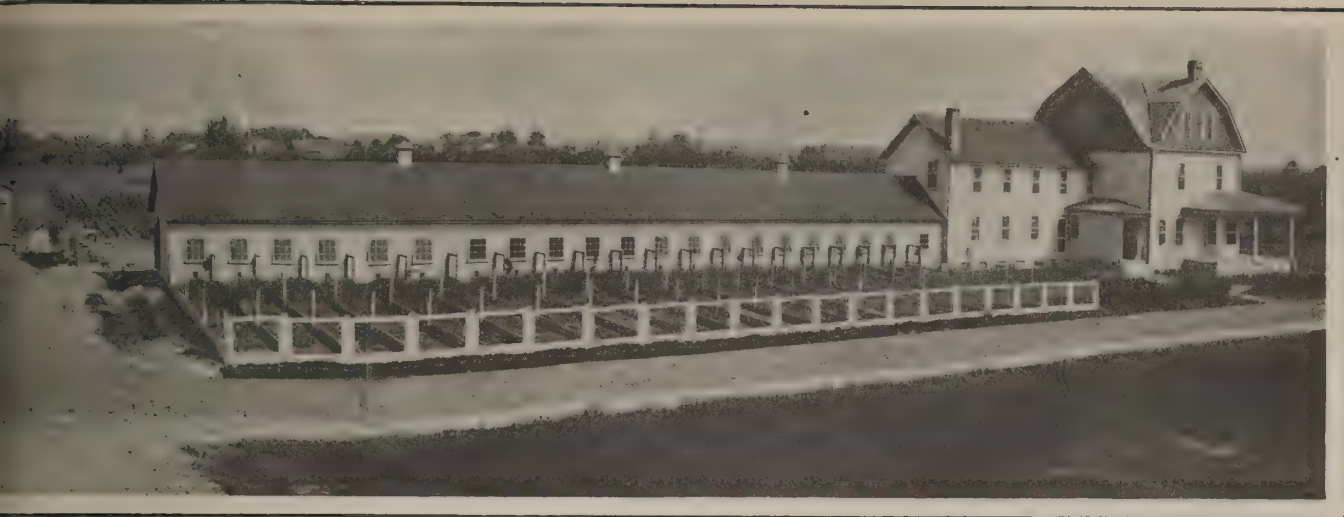
Two hundred and thirty Leghorn eggs will average to weigh about twenty-four pounds. In good laying condition a Leghorn pullet-hen, six to eighteen months old, should weigh about three pounds—a little less rather than more. We have had Leghorn pullet-hens that laid twenty-seven and twenty-eight pounds of eggs each in 365 days—birds that **at no time during the year** weighed more than two pounds and fifteen ounces. Pullet-hen No. I. 4462, illustrated herewith, made a record of two hundred and forty-eight eggs in three hundred and sixty-five days. These eggs weighed twenty-seven pounds and nine ounces, whereas the hen that produced them reached a weight of forty-eight ounces **only twice** during the period of her great performance. This is a fair example of what is meant by the term "an egg machine."

BUYING MATURE STOCK, DAY-OLD CHICKS AND EGGS FOR HATCHING

Whether to buy mature breeding stock, day-old chicks or eggs for hatching, is a question that each customer should decide for himself. Nevertheless, we believe that a few suggestions from us will be of value.



West End—Southern View of Cyphers Company Poultry and Brooding Houses.



Cyphers Company Poultry Farm—East Brooding House.

If you have a flock of White Leghorns (for example) and wish to introduce *new blood* and at the same time *increase the egg yield*, we advise you to invest in one or more of our pedigreed cockerels of this variety—birds *guaranteed to be the sons of hens* with trap-nest egg records of two hundred to two hundred and forty-eight eggs per hen for the twelve months of highest production. The use of these cockerels *will increase the egg productive power* of the progeny of the average flock of Leghorns *twenty to fifty per cent.*, other conditions being the same.

We sell these cockerels at \$5.00, \$10.00 and \$15.00 each, depending on the shape, color, size and age of the individual specimen, *also on the egg record back of him*. We sell trap-nested, pedigree-layer pullets and hens on the same basis.

Let us emphasize two facts, however: First, *we do not sell culls* for breeding purposes—not at any price; second, the birds here quoted are worth *two and three times* what we ask for them, judged by their triple value, by their standard qualities, by their special vigor and by the prolific egg yield they represent. If you feel that perhaps we are overstating their worth, try the experiment of buying *the same special values* elsewhere.

PRICES OF MALE BIRDS

Our \$5.00 White Leghorn cockerels are the *direct descendants* of hens with egg records of *200 eggs each or better for the year*. Nearly one-half the chicks that are hatched from a given number of eggs *are cockerels*, therefore from the more than sixty Leghorn hens we own having records of two hundred eggs or more per year, we have obtained several hundred cockerels. For the *very pick* of these cockerels we ask \$15.00; for the *average run* of the lot we ask \$10.00, and we will furnish at the low price of \$5.00 each *really choice cockerels* of this 200-eggs-per-hen strain—cockerels of good shape, size, color and exceptional vigor that are well suited for mating with White Leghorns kept as layers. Any of these birds will be big values at the prices quoted.

If a customer wishes to go farther the first season in the line of buying mature stock—farther than the purchase of one or more cockerels—*we advise the purchase of a trio or breeding pen*. See price list on page 119. All birds priced and shipped by us *are guaranteed to be strong, valuable breeders*, regardless of the difference in prices. We warrant them to be of good size, shape, color and vigor, also *to be entirely free* from standard disqualifications.



Southern View of Cyphers Company Poultry and Brooding Houses—East End.



No. I—4457
Laid 238 eggs

No. I—4458
Laid 219 eggs

No. I—4460
Laid 241 eggs

No. I—4461
Laid 227 eggs

WITH A TRIO OR A PEN

in one season; with a pen (four and one) you can raise twice as many and the proportionate cost will be less because the one male answers as the head of the pen.

By keeping a trio or pen separate from other fowls of the same variety and by toe-marking the chicks you can **select the pedigreed stock** in the fall without chance of mistake and thus in one season can obtain a flock of egg-record fowls **from which you can mate up a number of pens.** Such a

With a trio of Leghorns you can raise from one hundred and fifty to two hundred and fifty chicks

miles in many cases, though sometimes the train service is slower and allowance should be made for this fact. We have shipped day-old chicks to Maine, Florida, Texas, Kansas, and to most of the States nearer Buffalo, N. Y., than these distant points. **More than 95 per cent. of all chicks we have shipped have reached destination in safety.**

THE CHEAPEST WAY TO START

Buying "eggs for hatching" is the popular method of getting a good start **with choice stock**, where the customer for any reason does not wish to buy mature birds or day-old chicks. Eggs to be incubated can be shipped **from one side of the continent to the other** and will hatch satisfactorily if they are strongly fertilized and properly packed for the journey. Out of fifteen eggs the purchaser **should get seven to twelve chicks**—a fifty per cent. hatch being considered fair results in cases where the eggs have to travel long distances, also late in the season after warm weather comes on.

It takes **time, study, money and painstaking labor** to establish a heavy-egg-yield strain or family of fowls—also an **expensive equipment** that the average poultry keeper does not have, in fact does not want; but through the simple



Cyphers Poultry Farm Barred Plymouth Rock Breeding Hens Nos. 830—R and 826—R, with egg records of 187, 236 and 212 respectively.

flock will be worth several times the price paid for the parents and the old birds are **still on hand** and highly valuable as breeders.

The purchase of day-old chicks is a safe course to adopt and we guarantee to give you **exactly what you order and pay for.** These day-old chicks—every one toe-marked—can be shipped any distance that can be reached by express in two days of travel, which means **eight hundred to one thousand**

process of buying eggs for hatching, or day-old chicks, or a limited number of mature breeders **from such a flock**, the enterprising poultryman or woman can secure, at least within a year or two, **the full benefits** of this large expenditure—and can do so at really small cost. Naturally, however, eggs, chicks and breeders from this **trap-nested, pedigree stock**, on which so much time and money has been spent, cannot be sold at the prices asked for ordinary values in the same breeds and varieties.



No. I—4462
Laid 248 eggs

No. I—4464
Laid 226 eggs

No. I—4466
Laid 237 eggs

No. I—4468
Laid 203 eggs



No. I-4470
Laid 248 eggs



No. I-4479
Laid 231 eggs



No. I-4481
Laid 218 eggs



No. I-4486
Laid 216 eggs

ORIGIN OF OUR STRAINS OR FAMILIES OF EARLY-MATURITY RECORD-LAYERS

We *do* not hesitate to explain frankly the origin of our strains. They were started five, six and seven years ago and we bought, at the start, *the best birds for the purpose*.

Our White Leghorns originated from four females with egg records of from 179 to 242 eggs per year. We have increased this small flock of record-laying Leghorns to six breeding pens, each containing ten to twelve females, every one of which has an egg record of 200 to 248 eggs in the twelve months of heaviest production.

Besides this extra select lot of trap-nested, pedigreed layers we have more than 400 other White Leghorn females with an average egg record of 186 1-5 eggs for the year of maximum yield. We do not know of the existence of another such flock of layers. On our Farm at this time (November 15, 1910) we have about eight hundred fine, vigorous White Leghorn cocks and cockerels that are either full brothers or sons of the above described yearling hens. A large majority of these breeding males are for sale.

Our heavy egg-yield, quick-maturing strain of Barred Plymouth Rocks had its origin in male birds purchased at high prices from E. B. Thompson, Amenia, N. Y., and select pullet-mated stock purchased from C. H. Latham, Lancaster, Mass. Out of the progeny of these fine birds, which cost us \$20.00 to \$75.00 each, we have developed a strain of our own—individual specimens of which *as bred by us* are illustrated herewith. The egg productive power of these birds makes them doubly valuable, according to our view *of what fine fowls are for*. With us it is a case of "good looks," *plus* vigor and a big egg yield.

Our White Plymouth Rocks are a combination of the U. R. Fishel strain and the old Graves stock (Higganum, Conn.), with special attention paid to *size, vigor and egg yield*.

Our White Wyandottes have the egg records of the best eastern breeders back of them, and we have also kept in mind *length of body and exceptional vigor*, with whiteness of plumage and yellow legs and skin.

The Cyphers Farm Rhode Island Reds are from Rhode Island and Connecticut, where this highly productive breed originated. We have had them only



Cyphers Poultry Farm White Plymouth Rock Breeding Hen No. 1624—A (at left), with egg record of 201 eggs in one year. Two daughters at right.

two seasons, but they are giving a very good account of themselves as *early and persistent layers*—surprisingly so. Another year we shall have some egg records from these pens—eight in number—that will prove a revelation, considering the short time we have been at work with them.

Our White Orpingtons are made up of domestic and imported stock. Ernest Kellerstrass got us started in this variety by making us a present of



No. I-4489
Laid 229 eggs



No. I-4492
Laid 209 eggs



No. I-4497
Laid 221 eggs



No. I-4499
Laid 248 eggs

three sittings of his thirty-dollar per sitting hatching eggs. From the forty-five eggs we have sixteen fine birds. Later we imported two hundred and forty choice specimens from England—one hundred females and twenty males from each of the two most prominent and successful breeders of White Orpingtons in the home-country of all Orpingtons. These imported birds were

bought for us by the manager of our European headquarters, 126 Finsbury Pavement, London, England, and they give us, in combination with the Kellerstrass blood, probably as good foundation stock as exists in the new world.

We mention these facts (necessarily in brief form) because they will give our customers a correct idea of the quality that existed in our strains of birds *before we began work with them on our own special lines*. With these facts before you it should



CHAS. E. ADAIR,
Resident Manager, Cyphers
Poultry Farm.

be easy to decide whether or not we can be of valuable service to you in improving your flocks, or whether you wish to start with our kind of poultry and work along parallel lines, with the same or similar objects in view.

We ask all interested persons to write us *as early as they can*, either ordering direct from the price list herewith, or requesting *further information*. Orders for day-old chicks and eggs for hatching are booked as received and will be filled in rotation. We begin booking orders for baby chicks and eggs for hatching as early as December and January of each season, the chicks and eggs—as a rule—to go forward in March, April and May, as per the customer's directions.

When we are booked full for any week or month *on one or more varieties*, we promptly inform later customers of the facts. We do our best to avoid disappointing any one, but eggs and newly-hatched chicks are not a "factory" product and it requires just so long to produce these "goods" in Nature's way.

THE CYPHERS COMPANY POULTRY FARM EQUIPMENT

This farm, devoted solely to the housing, yarding and production of standard-bred, special-purpose fowls of the most popular varieties consists of fifty acres of land located within six minutes' walk of Elma Station, a suburb of Buffalo, N. Y., and represents an investment of more than \$40,000.00, exclusive of the poultry.

Some of the main poultry buildings are shown herewith (pages 114 and 115); also a bird's-eye or panorama view of the breeding houses and a good likeness of Charles E. Adair, resident manager. Mr. Adair has lived on the farm the last five years, has personal charge of mating all birds—assisted by Mr. Curtis—and as a rule selects the stock for shipment.

Mr. Adair has been a student of poultry culture and a successful breeder of Standard fowls for nearly twenty years. Under his personal direction the Cyphers Mammoth Incubator was designed and brought to a high state of efficiency. Mr. Adair also designed and perfected the Cradle-Back System of Brooding House Hovers for chicks and ducklings.

Visitors who "mean business" are welcome at the Cyphers Company Poultry Farm, Sundays excepted, but we prefer to have them apply at the home offices of the Company, Court and Fourth Streets, Buffalo, N. Y., either in person or by mail, and obtain a card or letter of introduction to Mr. Adair or his first assistant, in which case you will be sure of having someone show you over the plant in a satisfactory manner. The buildings and stock on our farm are well worth seeing. Here will be found in practical use our Mammoth Incubators, both the hen egg and duck egg types, our Cradle-Back Hover System, our small Incubators of all sizes, our Adaptable Hovers in Brooding House use and in Outdoor Brooders; also our deep-litter method of feeding chicks, our system of trap-nesting and record keeping, our methods of hopper feeding, automatic water supply, etc., etc.—all of which are down-to-date and worthy of adoption on successful poultry plants, small or large.



Examples of Cyphers Poultry Farm Cockerel-bred Barred Plymouth Rock Cockerels—Young Birds. Note length of bodies and full breasts of these birds.



Cyphers Poultry Farm Barred Plymouth Rock Cockerels (immature specimens). Showing difference in color and character of barring in pullet-bred (on the left) and Cockerel-bred stock.

Price List of Breeding Stock, Day-Old Chicks and Eggs for Hatching

PRICES OF BREEDING STOCK

All prices quoted below are for birds of record-laying, quick-maturing blood lines. As a rule the males are cockerels and the females are pullets.

Names of Varieties.	Single Males.			Single Females.		
	1st Selection	2nd Selection	3rd Selection	1st Selection	2nd Selection	3rd Selection
S. C. White Leghorns.....	\$15.00	\$10.00	\$5.00	\$12.00	\$8.00	\$4.00
Barred Plymouth Rocks...	15.00	10.00	7.50	12.00	9.00	6.00
White Plymouth Rocks.....	15.00	10.00		12.00	9.00	6.00
White Wyandottes.....	15.00	10.00		12.00	9.00	6.00
Rhode Island Reds.....	15.00	10.00	7.50	12.00	9.00	6.00
White Orpingtons.....	20.00	15.00		15.00	10.00	
Pekin Ducks.....	10.00	7.50	5.00	8.00	6.00	4.00

Five per cent. reduction on trios, any valuation; 10 per cent. reduction on pens of five birds, a male and four females, any valuation. No further reduction for quantity on trap-nested or pedigree stock.

PRICES OF DAY-OLD CHICKS AND DUCKLINGS

Record-Laying, Pedigreed Stock; All Chicks Toe-marked.

S. C. WHITE LEGHORNS:—From yearling hens with egg records of 212 to 248 eggs, **50 cents each**; from 400 yearling hens, with average egg yield of 186 1-5 eggs, **35 cents each**; from well-matured pullets hatched from foregoing two lots of yearling hens, **25 cents each**.

BARRED PLYMOUTH ROCKS:—From six best matings made up of yearling hens with egg records of 187 to 236 eggs, **60 cents each**; from next best matings made up of yearling hens with records of 178 to 202 eggs and pullets that are daughters of highest record layers, **35 cents each**.

WHITE PLYMOUTH ROCKS:—From 50 best yearling hens with egg records ranging from 181 to 211 eggs, **60 cents each**; from 60 yearling hens and pullets (daughters of best record yearling hens), **35 cents each**.

WHITE WYANDOTTES:—From 40 best yearling hens, representing blood lines of individual hens that have laid 190 to 224 eggs per year, **60 cents each**; from daughters and grand-daughters of these yearling and two-year old hens, **35 cents each**.

RHODE ISLAND REDS:—From pens containing 44 special egg-type specimens, of Standard shape and color (yearly egg records not definitely known), **60 cents each**; from other selected matings, including pullets of best egg-type specimens, **35 cents each**.

WHITE ORPINGTONS:—From six special matings selected for long bodies, deep breasts, and extra vigor, combined with whiteness of plumage, **75 cents each**; next best matings, all choice birds, typical in shape and clear white plumage, **50 cents each**.

IMPERIAL PEKIN DUCKS:—From select matings used by us in hatching stock birds, **60 cents each**; from run of the flock of breeders selected to produce quick-maturing birds for market at nine to twelve weeks old, **40 cents each**.

Day-old chicks and ducklings are sold in lots of twelve, twenty-five, fifty and one hundred. Assorted orders may be placed by special arrangement through correspondence.

Five per cent. reduction on 50 chicks or ducklings, one order; 10 per cent. reduction on 100 chicks or ducklings, one order.

No further reduction for quantity on pedigreed chicks.

PRICES OF EGGS FOR HATCHING

From record layers and pedigreed stock, same matings as above described under prices of day-old-chicks and ducklings.

Names of Varieties.		Quality	Per 15 Eggs	Per 45 Eggs	Per 100 Eggs
			Eggs	Eggs	Eggs
S. C. White Leghorns..	1st	Quality	\$5.00	\$14.00	\$24.00
" " " " " " " "	2nd	"	4.00	10.00	17.00
" " " " " " " "	3rd	"	3.00	8.00	14.00
Barred Plymouth Rocks.	1st	"	6.00	15.00	25.00
" " " " " " " "	2nd	"	4.00	10.00	17.00
White Plymouth Rocks.	1st	"	6.00	15.00	25.00
" " " " " " " "	2nd	"	4.00	10.00	17.00
White Wyandottes.....	1st	"	6.00	15.00	25.00
" " " " " " " "	2nd	"	4.00	10.00	17.00
Rhode Island Reds.....	1st	"	5.00	14.00	24.00
" " " " " " " "	2nd	"	4.00	10.00	17.00
White Orpingtons.....	1st	"	8.00	20.00	40.00
" " " " " " " "	2nd	"	6.00	15.00	25.00

IMPERIAL PEKIN DUCKS:—Per 11 eggs, **25 cents each**; per 40 eggs, **20 cents each**; per 100 eggs, **\$15.00**. Sitting lots are from special breeders; hundred lots are from matings used to produce market ducks.



White Wyandotte Broilers—Cyphers Hatched, Brooded and Fed. Weight, 2 pounds each, dressed. Hatched March 4th. Photo taken May 9th.

OTHER STANDARD VARIETIES:—For use in testing their egg-productive powers and early-maturing qualities (also because we admire these varieties) we have two or three pens each of strictly choice Silver and Golden Wyandottes, Buff and Black Orpingtons, Buff Plymouth Rocks, Houdans, Single Comb and Rose Comb Black Minorcas and Rose Comb White Minorcas, from which we offer a limited number of day-old chicks at **60 cents each** for best quality and **35 cents each** for second quality; also a few sittings of eggs at **\$5.00 per 15** for best quality and **\$4.00 per 15** for next best quality. These are high-class standard specimens bought for the special purposes herein mentioned and selected as a rule from a large number of birds, most of them with high egg records and all showing exceptional vigor.

TURKEYS AND GEES:—On our own Farm we breed a limited number of Mammoth Bronze Turkeys and White Holland Turkeys, also Toulouse and Embden Geese. Shall be pleased to supply our customers with what eggs we can spare at **60 cents each** for turkey eggs, both varieties, and **50 cents each** for goose eggs, both varieties. No stock for sale this season.

BRANCH HOUSE ORDERS Egg-record, pedigree breeding stock, also day-old chicks and eggs for hatching from Cyphers

Poultry Farm special matings can be ordered from any branch house of this Company; but all such stock, chicks and eggs will be shipped by express from Elma Station, Buffalo, N. Y.

FOREIGN SHIPMENTS We make a specialty of foreign shipments of fine poultry—any standard variety—both for breed-

ing and exhibition purposes. Our New York City store and London, England headquarters, combined with a large experience in handling foreign business, enable us to serve customers in distant lands to special advantage. No order too small, none too large. Prices and full information on request. Address Foreign Department, Buffalo, N. Y., U. S. A.

NOTE:—At our home office, also at the branch houses, we accept orders for standard-bred fowls of any variety, and for day-old chicks and for eggs for hatching any variety—in small or large lots, **from non-pedigreed stock**, we to buy same from reliable local poultry breeders. Prices for this stock and for chicks and eggs therefrom range considerably lower than for the special-purpose stock and eggs produced by us at **extra cost for trap-nesting and pedigreeing** on Cyphers Company Poultry Farm. We are glad at any time to quote prices on utility stock per dozen or per hundred head, also on utility eggs per hundred or per thousand. By utility stock, we mean a good grade of White Leghorns, Barred Plymouth Rocks, White Plymouth Rocks, White Wyandottes, Rhode Island Reds, etc., **suitable for egg farms, broiler plants, etc.**

OUR CHEMICAL AND MANUFACTURING LABORATORIES ARE COMPLETE IN ALL THEIR APPOINTMENTS



Where products are put into their respective packages and weighed, ready for delivery to shipping department.



Kettles for molding Ovinapthol Nest Eggs; wrapping eggs in paraffine paper to prevent evaporation in cases.



Large mixing tanks for liquids, and mammoth power sifting and mixing machines for powders.

Inspecting, labeling and packing; where science and skill combine to produce "CYPHERS QUALITY."



THE CHEMIST IN CHARGE OF CYPHERS COMPANY
LABORATORIES HAS HAD THIRTY YEARS' EXPERIENCE

Photographic Views of Cyphers Company Laboratories, Buffalo, N. Y.
The Largest and Most Complete Poultry Supply Laboratories in the World.

CYPHERS COMPANY LABORATORY PRODUCTS

EVERY ARTICLE GUARANTEED BY CYPHERS COMPANY UNDER THE
U. S. FOOD AND DRUGS ACT OF JUNE 30, 1906, SERIAL No. 7793

Insecticides, Disinfectants and Poultry Remedies

THE LABORATORY PRODUCTS manufactured or compounded by Cyphers Incubator Company are the result of twelve years of careful analysis and experiment, *and in their present form* represent the outlay of a great deal of time and money expended by us, not alone in our own interests, but also for the benefit and protection of our many valued customers.

Let us state frankly that products of this nature invite deception! *Fraud can easily be practiced* in their preparation. Severe losses may easily be met by poultry raisers in cases where *worthless or positively injurious concoctions* of this kind are bought and used, but the vender who has secured his profits on the sale cares little or nothing about that.

In the purchase, therefore, of such articles as poultry insecticides, disinfectants, remedies, egg preservatives, etc., *it is of special importance that only standard brands* should be accepted—that no articles of this description shall be used in the protection and care of your fowls except those known to be *compounded and guaranteed* by manufacturing chemists who are of the highest standing as business men or firms. These words are fair warning to readers of this catalogue who might, through thoughtlessness, be made to suffer serious setbacks in their poultry work.

Importance of Preserving Health and Vigor in Fowls

It is an old saying that "in time of peace we should prepare for war." *The natural state of birds*, both wild and domesticated, *is one of perfect health*. It is only by abuse, pampering or gross neglect that fowls are rendered unhealthy. The fault *invariably* is ours, not theirs! First, we should use our best judgment to prevent ailments or disease getting a foothold; second, *we should know how to treat and cure them if they are found to exist*.

Abuse, in the care of poultry, takes several forms, but the most harmful—likewise the most wasteful—is *improper feeding*. For facts and suggestions on this phase of the subject, please *send for our literature* on "Poultry Foods and Feeding."

By pampering, is meant too much kindness! Fowls are naturally hardy, and they thrive best under conditions that induce plenty of *muscular activity*. On free range or in large yards, fowls get the exercise they require for good health, but if confined, as is ordinarily the case, the caretaker simply must resort to various practical methods that will *compel healthful activity*; that will make the birds "hustle" for what they get to eat. Let us remember that hens *have no teeth*; therefore, the mastication and assimilation of their food is largely a matter of muscular action—of common, every-day, bodily exercise.

"*Gross neglect*" may be putting it a bit strong, yet we Americans are a busy people; we are constantly planning and undertaking more than we can do *and do thoroughly*—furthermore, with many poultry keepers, after the novelty of spring work wears off and the sultry days of early summer draw near, it is but human to grow careless, neglectful! Domestic fowls—even little chicks—will stand a lot of neglect if given a fair chance to shift for themselves, but too often they are restricted in their movements, are confined where they cannot exercise properly, cannot obtain the variety of food-stuff they require, cannot secure grit for teeth, cannot dust themselves to destroy mites and lice—cannot even get pure, fresh water to drink.

It is an odd fact, but Dame Nature makes it a rule to set traps for indolence—for neglect. If we interfere with her plans and then do not supply a substitute, we are sure to get into trouble sooner or later. *It is this way with poultry keeping*. When we forcibly confine the fowls to limited quarters *we must protect them*, must help them fight the battle for a *natural, healthful and productive* existence; otherwise our poultry investment will not only be destined to failure, but becomes a plain case of cruelty to fowls that naturally are highly productive and should be kept for profit as well as for pleasure.

In the following pages are described the Laboratory Products manufactured by Cyphers Incubator Company, with a brief statement of what they are for and of how to use them. Full printed directions are furnished with each package. Every Laboratory article offered for sale by us is guaranteed under the U. S. Food and Drugs Act of June 30, 1906, and bears the Serial Number (No. 7793) assigned to Cyphers Incubator Company by the Bureau of Chemistry, Department of Agriculture, Washington, D. C.

Lice and Mites — How They Work

LICE AND MITES are two distinct species of insect parasites. Poultry lice do not suck the blood of their victims, while many varieties of mites are vicious blood-sucking pests. The common poultry louse is provided with wonderful jaws for the purpose of eating the scales of the skin and certain parts of the feathers. While their ravages mar the beauty of a fowl's plumage, and their gnawing often causes intense irritation of the skin, the chief danger in their presence is due to the amount of worry and fretting they cause the fowl. When present in large numbers, they so worry and irritate a bird as to render it unable to assimilate its food, make it unfit for breeding purposes, and lessen the egg production. Cyphers Company Lice Powder is sure death to all forms of lice that infest poultry, both young and old.



Mites are Blood-Suckers! They live in the cracks and crannies and joints of the roosts and droppings boards, and under accumulations of droppings. As a rule, they stay in these nooks during the day, and sally forth at night to feast on the blood of their victims. The loss of blood which they consume is considerable, and, further, they sometimes act as carriers of disease germs. *These mites cannot be combated with a lice powder*, and a standard, reliable compounded Lice Paint is necessary to protect the fowls against their ravages. We guarantee the Cyphers Brand of Liquid Lice Paint



to kill poultry mites of every kind.

One of the Most Common Mites is known among experienced poultry keepers as the scaly-leg mite. This scab mite causes the unsightly ailment often met with, called scaly-leg. These mites can be held in check by using Cyphers Lice Paint on the roosts and droppings boards, and scaly-leg can be cured promptly by the application of Cyphers Remedial Ointment.

Cyphers Remedial Ointment

Guaranteed to Destroy Head Lice on Chicks and Young Turkeys. A Safe and Sure Cure for Scaly-Leg, Chicken Pox, etc.



FOR YEARS THERE EXISTED among Cyphers Company customers a widespread demand for a salve or ointment that could be used, *without fear of injury*, on the heads and under the wings of little chicks, young turkeys, etc., and that would destroy mites, lice and the larvae or eggs of these injurious pests. Cyphers Remedial Ointment was prepared by our Chemist expressly for this use and has now been on the market five years, giving universal satisfaction. It is guaranteed to kill head lice on young chicks, which are highly destructive, and is equally good for scaly-leg, chicken-pox and other like diseases. May be applied safely with the finger or with a small brush. Is now put up in two packages, a collapsible metal tube and a large-size wooden box. The small-size package will prove satisfactory for a trial purchase, while regular customers who know of the value of this Remedial Ointment will want to keep on hand the larger size. *Will keep indefinitely, remaining soft and clean, ready for instant use.* Full directions printed on each package.

Prices: Postpaid; Tube, 25 ; box holding three times as much, 50c.

Ovinaphthol Nest Egg (Trade Mark Name)

*Kills Lice and Mites in Nests and on Fowl's Body Where they Congregate and Worry the Layers.
No Trouble to Use. Simply Put Them in the Nest*

CYPHERS COMPANY'S Ovinaphthol Lice-Killing Nest Egg has become the standard combination anti-lice nest egg. By simply using this egg in the nest in the same manner as any ordinary nest egg is used, or placing it in one corner of the nest underneath the nesting material, the laying hens are relieved of lice and mites. In use (when unwrapped) these nest eggs slowly evaporate, giving off fumes which kill the insects. They last a long time, retain their effectiveness until wholly evaporated and are warranted not to injure the eggs. They are of the size of ordinary hen-eggs and are tinted a natural brown color in imitation of natural eggs. The genuine Cyphers Ovinaphthol Nest Egg bears embossed on each egg the words "Ovinaphthol Nest Egg."



Prices: Each, 10c; postpaid, 15c; per ½ dozen, 50c; per dozen, 75c. (By freight or express.)

WEIGHTS—Each, 2½ ounces; per ½ dozen, 1 pound; per dozen, 2 pounds.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Lice Powder

Kills Body Lice on Chicks and Fowls. Easily Applied from Our Perforated "Shaker" Boxes in Which it is Sold

A GENERAL COMPLAINT often heard among poultry keepers was that most of the lice powders on sale *did not kill the insects*, but only drove them from one place to another on the body of chick or fowl; then as soon as the powder lost its strength the lice would return to their favorite feeding spots and the injury was as great as ever.

Cyphers Lice Powder is claimed by us to be the strongest safe preparation on the American market for the purpose. It is warranted to be a lice-killer, not a lice-driver! Our Powder is carefully compounded in our own Laboratory. It is entirely our own preparation and is guaranteed not to contain carbolic acid

or other chemicals which will damage the plumage or injure the fertility of the eggs. This Powder—put up, as a rule, in substantial pasteboard boxes, with perforated tops—is clean to handle, easy to apply, sure in effect and can be used in the nests of sitting hens without injuring young chickens. For lice on cattle and horses, ticks on sheep and fleas on dogs, Cyphers Lice Powder is a most effective remedy. As an insect powder it positively has no superior. A trial package will convince you of its value.

Prices: By mail; 5-ounce package (trial size), 10c; postpaid 15c 15-ounce box, 25c; postpaid 40c
By freight or express: 48-ounce box 50c 100-ounce bag \$1.00



Cyphers Lice Paint

Kills Mites on Poultry House Walls, on Roosts and in Nests. Paint Roosts with It and Kill the Body Lice by Its Fumes. Readily Applied with Brush or Sprayer



CYPHERS LICE PAINT is a liquid lice destroyer especially prepared for killing all insect parasites of poultry. It is also useful for killing the common forms of lice, mites and ticks that prey upon horses, cattle, sheep and hogs.

This liquid Lice Killer is safe and easy to use, although it is stronger than other similar preparations. We guarantee that Cyphers Lice Paint is not diluted with cheap adulterations which would impair its effectiveness. It does the work, and does it economically. Use it freely on the roosts, walls and droppings boards in the poultry house. The fumes arising from the paint will kill the mites and lice on the fowls while the birds are on the roosts at night. The spraying or painting should be done in the middle of the afternoon, three or four times a month. Full directions on the label of every package for killing lice, mites, and ticks on poultry, horses, cattle, sheep and hogs.

Prices: 1-quart cans, each 35c; 2-quart cans, each 60c; 1-gallon cans, each \$1.00; 5-gallon wooden jackets, each \$4.00. (By freight or express.)

WEIGHTS—1-quart can, 2 pounds 4½ ounce; 2-quart can, 4 pounds 7 ounce; 1-gallon can, 8¾ pounds; 5-gallon jacket, 45 pounds.

"CERTAINLY DOES THE BUSINESS"

Clayton, N. Y., August 9, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Just a word about your Lice Paint. It certainly does the business. Lice and mites cannot live where it is.

GARDNER & SON.

"WITH FINE SUCCESS"

Farmington, Maine, October 17, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have used your incubators for five or six years and think they are the best. We have also used your Full-Nest Egg Food and Ovinaphthol Nest Eggs with fine success, and would not be without them.

N. E. RANGER.

HEALTHY FLOCK—COLD, STORMY SEASON

Aldergrove, B. C., Can., January 10, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Ovinaphthol Nest Eggs and Napcreol are the greatest blessings I have ever known towards keeping a flock healthy. I have not had a single case of roup or other complaint, which is excellent owing to the fact that we have had a cold, stormy season.

THOMAS W. FITZPATRICK.

"BY FAR THE BEST"

West Pownall, Me., April 26, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

The Cyphers Lice Paint is by far the best lice killer I have ever used. It is on a par with other goods put out by your Company.

L. W. LORING.

"INDISPENSABLE TO ANY WELL REGULATED POULTRY PLANT"

Norristown, Pa., June 3, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We keep on hand at all times such Cyphers products as Napcreol, Lice Paint, etc., and consider them indispensable accessories to any well regulated poultry plant.

H. P. JONES.

"COULDN'T RAISE CHICKENS WITHOUT IT"

Geneva, N. Y., April 15, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Enclosed find \$1.00 for which please send me by express one gallon Cyphers Lice Paint. I couldn't raise chickens without it.

MISS E. T. CONOVER.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Sulphur Fumigating Candle

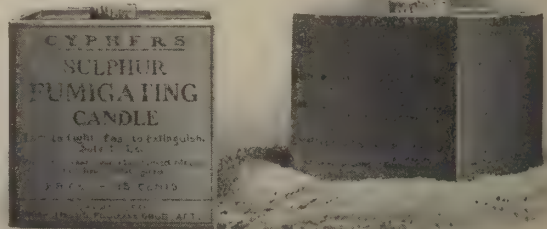
A Microbe and Germ Killer. Also Lice and Mite Destroyer. Disinfects—Prevents Disease. Is put up in original form with wick ready for the match

CYPHERS COMPANY'S Pure Sulphur Fumigating Candles are easy to light, easy to extinguish, safe to use and produce a vapor that is deadly to all infectious disease germs and insect life. The improved construction of these candles makes it unnecessary to use a tin dish such as is required for most other sulphur candles on the market.

All fowls and domestic animals must be locked out of the poultry house or any other enclosure or room while it is being fumigated. Simply light the candle and close up the house or room tight for three or four hours, when it should be opened and thoroughly aired before the fowls are allowed to again occupy it.

Prices: Each, 15c; postpaid, 25c; per ½ dozen, 75c; per dozen, \$1.25. (By freight or express.)

WEIGHTS: Each 4½ oz.; per ½ dozen, 1 lb. 10 oz.; per dozen, 3 lbs. 5½ oz.



Complete candle, also one in use.

Napcreol Disinfectant (Trade Mark Name)

A Reliable, Standard-quality Poultry House and General Disinfectant. A Preventive and a Remedy. Disperses foul odors in Poultry Houses, Dog Kennels, Stables and Cesspools

TO PROTECT their valuable flocks from disease, poultrymen find it necessary to adopt sanitary measures—on the well-proved theory that an ounce of prevention is worth a pound of cure. Long experience has taught us (on Cyphers Company's \$40,000 Poultry Farm, Buffalo, N. Y.) that this object is best accomplished by the frequent and regular use of a first-class disinfectant and deodorant like Napcreol. Until we placed this preparation on the market it was difficult for poultrymen to obtain a desirable germ killer and odor destroyer, at a reasonable cost, since nearly all articles of this nature that are reliable were manufactured expressly for protection of human beings, and were priced accordingly.

Cyphers Napcreol is a highly-concentrated, non-poisonous preparation which can be made ready for immediate use by simply mixing with the required amount of water. It is valuable for the disinfection of poultry

houses, stables, dog kennels, toilets, sinks, cesspools, or any place where a good germ and odor destroyer is needed. One gallon of Napcreol makes 100 gallons of disinfectant of sufficient strength to do the work.

Prices: 1-qt. cans, 50c; half-gal. cans, 85c; gal. cans, \$1.50. (By freight or express.)

WEIGHTS: 1-qt. can, 2 lbs. 6 oz.; half-gal. can, 4 lbs. 10 oz.; gal. can, 9½ lbs.



Cyphers Remedy No. 4 For Chick Diarrhoea

Prepared Only in the Laboratory of Cyphers Incubator Company

THIS REMEDY, in the treatment of diarrhoea in chicks and cholera in adult fowls, has proved very effective as an antiseptic, sedative and astringent to the mucous membrane of the crop, gizzard and intestines, relieving at once all irritability and changing the character of the intestinal secretions. The old idea of using "the ax" when birds showed symptoms of diarrhoea or cholera is no longer "good practice," provided Cyphers Remedy No. 4 is used. It will cure the most obstinate cases if given in the early stages and according to our printed directions.

The convenient tablet form in which our Remedy No. 4 is put up will appeal to all. Each tablet contains the same amount of medicine and being very soluble is readily administered in the drinking water. Please note that by this means the sick fowls "take their own medicine." Being prepared from the purest drugs and in a special and careful manner, Cyphers Company Remedy Tablets will not deteriorate nor lose their strength with age. All tablets are packed

in glass vials, having metal screw caps, and these vials are enclosed in strong, specially prepared, air-tight and opaque mailing tubes, thus keeping out the light and preserving the medicinal properties of each remedy. Full directions for use are printed plainly on the label of each vial. These directions should be followed carefully.



Remedy No. 4 for Chick Diarrhoea; sent postpaid to any address for 27 cents.

Prices: Per vial, 25c; postpaid, 27c; five vials, one order, \$1.00; postpaid, \$1.10.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Roup Cure (Guaranteed)

A Complete Cure Guaranteed, or Money will be Refunded. Used in the Drinking Water

CYPHERS ROUP CURE is the best remedy for roup in all forms. It is thoroughly reliable and always uniform in quality and strength. Prevents and cures common colds, and for the cure of canker is without an equal. Pigeon growers as well as poultrymen will find this remedy of special value in the cure of all forms of canker in poultry and pigeons.

CYPHERS ROUP CURE is used by simply dissolving the remedy in the drinking water. In all early stages the sick fowls take their medicine in this easy manner. One small-size package will make 25 gallons of roup medicine.

OUR GUARANTEE.—So thoroughly confident are we of the value of Cyphers Roup Cure that we guarantee a cure in each and every case of roup where it is used according to our directions, except in the last and incurable stage of the disease. If after using Cyphers Roup Cure you are dissatisfied with it, return to us, within 30 days of date of purchase, the empty package with a certified statement of when and where the Cyphers Roup Cure was bought, and get your money back.

Quality and quantity considered, Cyphers Roup Cure is exceedingly economical to use. The value of one fowl saved will more than repay the cost of a large-size package of the remedy.

Cyphers Roup Cure is guaranteed by us under the U. S. Food and Drugs Act of June 30, 1906, Serial No. 7793.

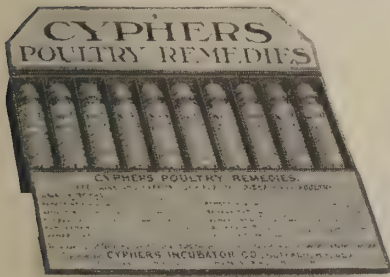


Prices of Cyphers Roup Cure

Small-size package, 25c postpaid. Medium-size package, 50c postpaid. Large-size package, \$1.00, postpaid.

Complete Medical Case of Ten Poultry Remedies

Contains Long-Tested and Dependable Remedy for Every Common Disease of Fowls



Cyphers Complete Medical Case.

EQUIPPED with the Cyphers Medical Case, the fancier or poultryman will be prepared to ward off any disease that may attack his flocks. The ten remedies are put up in a neat, strong, cloth-covered case. Each bottle is labeled, showing dosage and the diseases which its contents will cure and prevent. Complete directions for use, in plain English, are attached to the lid of each case, and are printed on the label of each vial.

These remedies are in tablet form, and will not deteriorate or lose strength with age, if kept in our case or otherwise protected from strong light. This supply of medicines will last the average fancier from one to five years.

WHAT THE TEN REMEDIES ARE TO BE USED FOR

Remedy No. 1.—Useful in all catarrhal colds of poultry having rattling in the throat as a prominent symptom. Cures bronchitis, croup and similar diseases.

Remedy No. 2.—Valuable for all sudden colds with snuffles, watery discharge from eyes and nostrils and much sneezing. Prevents and cures roup. Useful in all diseases resulting from exposure to cold and dampness.

Remedy No. 3.—Useful in all ailments where there is a tendency to pus formation. In chicken-pox and bumble-foot it promotes rapid healing of the sores. It cures chronic catarrhal colds of poultry which are accompanied by a hard, croupy cough.

Remedy No. 4.—For all diarrhoeas of poultry. It is the most reliable cure for cholera, and when used in the drinking water will cure the most obstinate cases. Valuable for diarrhoea in small chicks, especially when accompanied by a watery or a bloody discharge.

Remedy No. 5.—Cures diphtheritic roup and all forms of canker. Also useful in vent, gleet and all ailments where there is a tendency to cheesy growths upon mucous membrane.

Remedy No. 6.—For all forms of indigestion and liver diseases in poultry. It cures sour crop, indigestion, loss of appetite, constipation and some forms of crop-bound. Also useful in nervous diseases, like limber neck.

Remedy No. 7.—Is useful in egg-bound. Successfully used to promote healthy action of the egg organs and start hens laying after molting. Valuable in eye diseases of poultry accompanied by the swelling of one eye, with a collection of yellow matter under the lids. Also useful in blindness in chicks, where there is a tendency to the gumming up of the eyelids.

Remedy No. 8.—For rheumatism and cramps in fowls or chicks, particularly when accompanied by swollen legs, lameness and difficulty in walking.

Remedy No. 9.—Useful to get rid of worms and other intestinal parasites.

Remedy No. 10.—This remedy is used with great success for the cure of the disorders of egg organs, which cause soft-shelled and blood-streaked eggs. It promotes a healthful condition of the reproductive organs, and will correct sterility and impotence, thus insuring fertile eggs.

Cyphers Remedies are guaranteed by us under the U. S. Food and Drugs Act of June 30, 1906, Serial No. 7793.

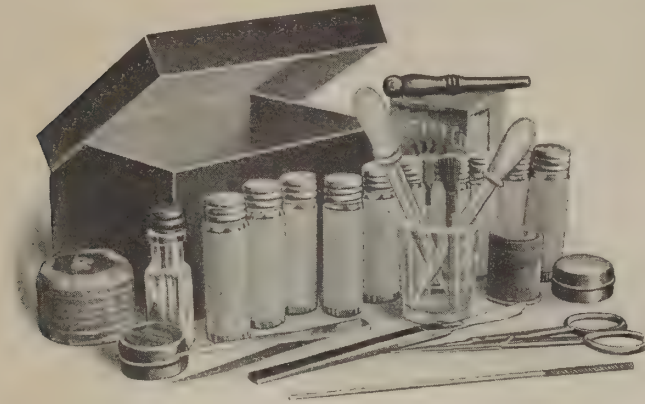
Price of complete set of ten Remedies, put up in a neat, cloth-covered case (see illustration), postpaid to any address, \$2.00.

Single vials, in strong, specially prepared mailing tubes, 25c each; postpaid, 27c each. Order separate vials by number.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Poultry Medical and Surgical Case

Enables Owner to Save Many a Valuable Fowl That Otherwise Would Die from Disease or Accident



Combined Medical and Surgical Case.

THE POPULAR SUCCESS of our Poultry Medical Case, combined with our knowledge based on practical experience of the requirements of average poultrymen, prompted us to combine with this case a surgical outfit, containing such surgical instruments and little accessories as are found helpful in the treatment of injuries, and combating diseases, epidemics, etc.

Price of Cyphers Poultry Medical and Surgical Case, complete, postpaid, \$3.00.

Cyphers Poultry Surgical Case

When Fine Fowls are Worth Five Dollars to Five Hundred Dollars Each it Pays to Save Them

FOR THE CONVENIENCE of our patrons who do not require the combined Medical and Surgical Case, we can supply the Cyphers Surgical Case, separately, as illustrated herewith, or the Cyphers Medical Case, as illustrated and described on the opposite page.

With the exception of the ten remedies, which are omitted, the Cyphers Surgical Case consists of identically the same instruments and accessories as are contained in the combined Medical and Surgical Case.

Price of Cyphers Poultry Surgical Case, complete, postpaid, \$1.50.

SPECIAL NOTICE: To those who already have an incomplete collection of remedies and instruments, we can offer the contents of our Combined Medical and Surgical Case separately, at the following prices:

Remedies, single vials, 27 cents each, postpaid; Scalpel, 35 cents each, postpaid; Forceps, 30 cents each, postpaid; Scissors, 30 cents each, postpaid; Medicine Measuring Glass, 15 cents each, postpaid; Medicine Dropper, 10 cents each, postpaid; Roup Syringe, 10 cents each, postpaid; Iodine Bottle, 15 cents each, postpaid; Camel's-Hair Pencil, 10 cents each, postpaid; Cyphers Remedial Ointment, in large collapsible tube, 25 cents each, postpaid; Cyphers Disinfecting Tablets, 15 cents per box; Adhesive Plaster, 10 cents per roll; Absorbent Cotton, 10 cents per package; Gauze Bandage, 15 cents per 10 yards; Caustic Pencil, 15 cents each, postpaid; Applicator, 15 cents each, postpaid.

The combined Medical and Surgical Case contains the following:

- Ten Remedies, same as contained in the Cyphers Medical Case.
- One Scalpel or Surgical Knife, to use in sundry operations, post-mortem examinations, etc.
- One Pair Forceps or Tweezers.
- One Pair Scissors.
- One Medicine Measuring Glass.
- One Medicine Dropper.
- One Roup Syringe.
- One Iodine Bottle, with glass brush, enabling the operator to make application without staining the fingers.
- One Camel's-Hair Pencil.
- One Tube of Cyphers Remedial Ointment for head lice, scaly leg, chicken-pox, excrescences, etc.
- One Box of Cyphers Disinfecting Tablets, for treatment of roup and cuts, or to be used as a wash where operations are necessary.
- One Roll of Rubber Adhesive Plaster, used to fasten birds' legs during operations, for binding splints in place in case of fractures, etc.
- One Package of Absorbent Cotton, for making swabs in the application of different solutions to sores and wounds.
- One 10-yard Gauze Bandage, for binding fractures, etc.
- One Caustic Pencil, for canker, cauterizing, etc.
- One Applicator, for applying swabs, etc.

All instruments are of good quality steel, nickel-plated and carefully finished. The entire outfit is put up in a handsome, strong, cloth-covered box. The remedies are packed in metal-capped vials, and are labeled to show their uses and the dosage in each case.



Surgical Case and Contents.

"BEST OF SATISFACTION"

London, Can., June 6, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have used this season your Insecticides, also your Disinfectant, Napcreol, and they have given the best of satisfaction.

BURNS & TINSLEY.

"ONLY GOOD CURE WE HAVE FOUND"

Spokane, Wash., November 26, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

We purchased a bottle of your Remedy No. 2 for Roup a few days ago and found it to be a great success. We are now handling a lot of thorough-bred poultry and often get in some very valuable birds that have taken cold in transportation and this is the only good cure we have found. Please give us your price on larger quantities.

A. Emskamp, Proprietor,
FARMERS' PRODUCE EXCHANGE.

"NEVER HAD A CASE OF WHITE DIARRHOEA"

Chanute, Kansas, May 21, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Cannot praise your Nodi Charcoal too highly. We have never had a case of White Diarrhoea and attribute the fact to the use of your Nodi Charcoal.

FRITZ BROS.

RECOMMENDED IT TO FRIENDS

Upland, Pa., March 12, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Your trial-size of Roup Cure received, and this was the first and only remedy used that affected the run of roup in our poultry yards. I was so well pleased that I recommended its use to many of my poultry friends who were having "troubles of their own" in the roup line. Enclosed find \$1.00 for a large-sized package of your Roup Cure, which please send at once.

E. M. HUDSON.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Full-Nest Egg Food

A Concentrated Egg-Producer and Meat Food Possessing Valuable Tonic Properties



THIS CONCENTRATED and stimulating egg food is manufactured in the Laboratories of Cyphers Incubator Company at Buffalo, N. Y., and we guarantee that none but pure and harmless materials are used in its composition.

Every enterprising, watchful poultry keeper wants eggs when prices are high. You positively can get them by using Full-Nest

Egg Food. An increase of eight eggs a month will pay for a 42-ounce package of Full-Nest Egg Food, *which will bring you many times that number of extra eggs.* Try one or two packages and test our claim!

FULL-NEST EGG FOOD is not only an egg-producer, but is also a standard condition powder for all ages of poultry. Besides being an unexcelled egg producer it is a concentrated meat food, possessing tonic properties which promote good health and fine condition. It stimulates and invigorates; it also builds up the system and helps to keep it up. *Full-Nest Egg Food will help your birds through their molt, make the feathers*

develop normally and induce a high state of perfection in plumage. Hens begin laying sooner after molting where this egg food is used.

For growing chicks Full-Nest Egg Food *is the best substitute for insect life.* This Food contains, in a highly concentrated form, the principle food elements supplied by bugs and insects, thus making it an ideal substitute.

FULL-NEST EGG FOOD is guaranteed by us under the U. S. Food and Drugs Act of June 30, 1906, Serial No. 7793, and contains no injurious drugs or chemicals.



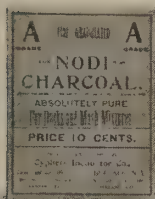
Prices of Full-Nest Egg Food:

42-ounce packages (not mailable), each.....\$.25
25-pound pails, each..... 2.00

Agents Wanted who will buy in dozen lots. Address Home Office, Buffalo, N. Y., U. S. A.

Cyphers Brand Nodi Charcoal (Trade Mark Name)

Nodi Charcoal is Guaranteed by Us Under the U. S. Food and Drugs Act of June 30, 1906, Serial No. 7793



GRANULATED CHARCOAL,

if pure, is a highly valuable article to feed to poultry of all kinds. Cyphers Brand Nodi Charcoal is guaranteed to be the pure article, and is prepared expressly for domestic fowls. It differs radically from the ordinary commercial charcoal offered to poultry-

remedies for sour crop, diarrhoea and other similar digestive troubles. That is why we call it "Nodi Charcoal"—no diarrhoea where this charcoal is used.

We prepare Nodi Charcoal in three grades: Grade "A" (fine granulated) for use in mash mixtures and for ducks; grade "B" (medium granulated) for small, newly-hatched to half-grown chicks; grade "C" (coarse granulated) for fowls and large chicks.

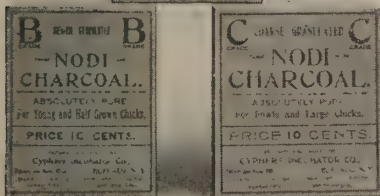
Put up in handy paper cartons and also in 50-pound dust-proof bags bearing our trade mark.

Prices of Nodi Charcoal:

(State Grade Desired, Whether "A," "B" or "C")

2-pound cartons (not mailable), each.....\$.10
Per ½ dozen cartons..... .60
Per 1 dozen cartons (assorted if desired)..... 1.10
50-pound sacks, each..... 1.25
Two 50-pound sacks..... 2.25

(By freight or express)



men. It is differently screened and packed, and does not carry large quantities of worthless dust.

Nodi Charcoal is useful as a blood purifier and disease preventive. It is one of the best and most natural

"ONE OF THE BEST REMEDIES"

Belleville, Ill., June 6, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Please send me five bottles of your Remedy No. 4. I find it one of the best remedies I ever used.

CHAS. KRUPP.

"CHEAPEST AND BEST INVESTMENT"

South Milford, Mass., February 9, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

In the past twelve months I have saved birds worth fully twenty times what your Medical Case of Standard Poultry Remedies cost me. I think it was the cheapest and best investment I have made in connection with my poultry business.

JOHN J. BIDDINGTON.

RAISED LARGER PERCENTAGE OF CHICKS

Broughton, Ill., August 6, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Since using your Nodi Charcoal we have raised a larger percentage of chicks and they do not have bowel trouble.

JAMES C. LANCASTER.

"CANNOT GET ALONG WITHOUT THEM"

Frederick, Md., March 29, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Enclosed find eighty cents in postal money order for which please send me Remedies Nos. 4 and 6. They are excellent. I am about out and cannot get along without them.

MRS. JESSIE GROVE.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Guaranteed Egg Preservative

A Tasteless, Odorless Preparation That Will Keep Fresh Eggs in Excellent Condition Six to Ten Months. One Gallon Jug Sufficient for 65 Dozen Eggs

SAVE-AL is the trade name we gave to this Guaranteed Egg Preservative when we placed it on the market seven years ago. The name was suggested by the fact that this preparation positively will keep strictly fresh eggs in usable and marketable condition for ten months if it is desired to hold them that long—and it saves ALL THE EGGS, not merely some of them.

Save-Al is easy to use and is absolutely safe and sure. One gallon makes sufficient solution to keep 65 dozen eggs in perfect condition for 10 months. Eggs preserved in Save-Al are superior in every way to limed eggs. The solution has been thoroughly and carefully tested, and critical observers have found it difficult to detect the difference between a fresh-laid egg purchased in the open market and eggs which had been put down in Save-Al from six to ten months.

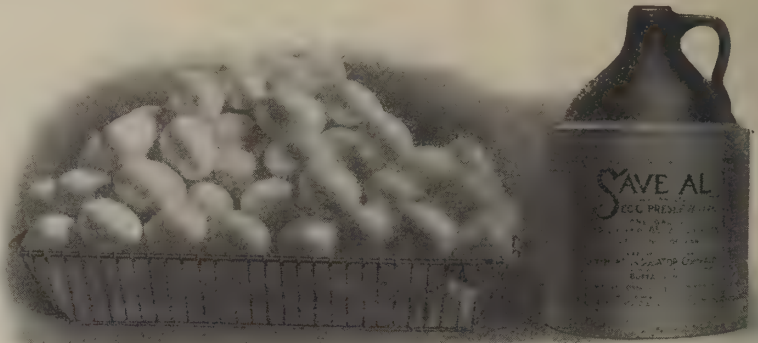
We Recommend the use of Save-Al to all who desire to Save Money by Preserving Eggs when Cheap and to Have Plenty for use when they are Scarce and High-Priced.

Save-Al is never sold in bulk. It is put up in one gallon stone-ware jugs only, with full directions on the label. Cork of each jug is sealed with the Cyphers Company's trade mark seal.

Prices: 1-gal. jug, weight 17½ lbs., \$1.00; two 1-gal. jugs, \$1.85; three 1-gal. jugs, \$2.50. (By freight or express.) Special prices on 10, 20 and 50-gal. casks.

NOTICE—Agents wanted everywhere for Save-Al, who will buy in dozen lots.

Write us for special prices on dozen, half-dozen and quarter-dozen lots.



Cyphers Anti-Fly Pest (Our Trade Name)

Drives Flies Off Animals and Keeps Them Off. A Money-Saver When Used on Horses, Mules, Cattle, etc. Easy to Apply, Safe to Use, Lasting in Effect

THIS IS AN ORIGINAL Cyphers Company preparation that was placed on the market by us ten years ago to meet an active demand. We have sold it in every State in the Union and have shipped it on repeat orders in barrel lots to foreign countries.

but its work is to drive rather than kill them. To kill flies they must come in contact with the remedy, and this annoyance is what should be avoided. Anti-Fly Pest, therefore, is superior to similar preparations which have only killing properties.

Anti-Fly Pest protects mostly by evaporation—the fumes do the work.

One Application of Cyphers Anti-Fly Pest will instantly relieve horses and cattle from the annoyance of flies, mosquitoes, gnats and other insects of all descriptions for at least twenty-four hours. Its effect on cows is truly wonderful; it insures them perfect rest and a chance to feed in peace and quiet, resulting in an increased quantity of milk with less food consumed.

Cows sprayed with Anti-Fly Pest will produce 25 per cent. more milk. One gallon of Anti-Fly Pest is sufficient to treat 300 cows. For applying it we recommend the Climax or Cataract Sprayer, for sale by us.

Prices: Half-gal. can, 50c; 1-gal. can, 75c; 5-gal. jacketed can, \$3.50. (By freight or express.)

WEIGHTS: Half-gal., 4 lbs. 3 oz.; gal., 8½ lbs.; 5-gal. jacket, 45 lbs.



Anti-Fly Pest is lasting. It does not leave a gummy substance behind, nor injure the animal's coat. It is sure death to flies,

"BACK TO THE CYPHERS GOODS TO STAY"

Port Byron, Ill., July 30, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Your Anti-Fly Pest has given good results on our dairy herd and the work horses. It is a pleasure to milk cows that have been sprayed with this preparation. We can recommend it with full confidence to all dairymen.

S. H. JACKSON.

"WAS HIGHLY PLEASED"

Martinez, Cal., May 2, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Please send me one jug Save-Al Egg Preservative by express. I used same last season and was highly pleased with the eggs preserved by it.

DE LA SALLE INSTITUTE,

By Brother Victor.

DO THEIR WORK WELL

Holbrook, Mass., June 6, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I find the Cyphers Lice Paint to do the work required of it to perfection and the Cyphers Fly-Pest to be A. No. 1 around the stable. Have also used your incubators for the last six years and found them entirely satisfactory.

EMIL ROSENBERG.

"AS FRESH AS NEW LAID ONES"

Yarmouth Port, Mass., May 5, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I am pleased to state that I have used your Save-Al Egg Preservative for several seasons and cannot speak too highly of its merits. Eggs that have been preserved by it over eight months, when used I have found as fresh as new laid ones.

ALFRED HOWLAND.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.



MOST OF THE ARTICLES described and offered for sale under this heading are manufactured by us; several are bought by us in large lots to be re-sold. Still others are made specially for us, to meet our wishes and the needs of our customers. All of these articles are strictly high-class—this we guarantee.

Every article manufactured or sold by Cyphers Incubator Company is warranted to be exactly as represented and in proper condition, or it can be returned promptly and we will replace it at once or refund the purchase price.

These Cyphers Company Standard Poultry Supplies are not high-priced. They meet competition—yet preserve *real quality*. We offer nothing—we will sell nothing to Cyphers Company Customers unless it is known to us to be worth having and *profitable to use*. It is on this basis that we have built up, in the last fourteen years, *the largest business in the world* in the manufacture and sale of “*Everything Worth While for Poultry Keepers.*”

Yours for still greater success,

CYPHERS INCUBATOR COMPANY,

BUFFALO, N. Y., U. S. A., December 1, 1910.

GRANT M. CURTIS, *President.*

“VERY BEST IN QUALITY”

Lawton Station, N. Y., August 24, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Am using your Disinfectants right along in my poultry yard and find them to be the very best in quality.

GEO. H. BURGOTT.

“KEEP THE WATER CLEAN AND FRESH”

Antioch, Cal., July 24, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I use your Drinking Fountains for my young stock and like them very much. They keep the water clean and fresh.

E. P. RAPP.

“THEY CANNOT BE BEAT”

Cazadero, Cal., August 31, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I am using your various prepared poultry foods and they cannot be beat, especially your Nodi Charcoal. I always have a good word for your Company and its goods.

J. L. NIEL.

“YOUR GOODS ARE REMARKABLE”

Willoughby, Ohio, May 30, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I use your Drinking Fountains and Feed Hoppers and find them very convenient and durable, in fact all of your goods are remarkable for quality of material, thoroughness of workmanship, finish and strength. Your Napcreol is great stuff and will surely disinfect wherever used.

D. M. COVERT.

“KEEP MY POULTRY IN GOOD CONDITION”

Elmira, N. Y., April 28, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I am using four of your three-compartment Sanitary Grit and Shell Boxes. I keep charcoal in the middle compartment and grit and oyster shells in the other two compartments. These boxes are before the fowls the year around, never being allowed to get empty, and they keep my poultry in good condition. I also use four of your Galvanized-Iron Wall Founts. They work perfectly and are all that could be desired.

H. M. LOVELL.

AN ASSORTED ORDER WILL SAVE YOU MONEY

IN this Catalogue the weights of articles are given, so that customers of Cyphers Incubator Company can make up “Assorted Orders” to weigh 100 pounds or more, and thus secure the 100-pound freight rate, which is much lower than the rate for 25 or 50 pounds.

THESE ASSORTED ORDERS will be safely boxed by us without extra charge, regardless of whether the customer pays the single-article, small-package prices, or takes advantage of the one-fourth dozen, one-half dozen or dozen prices.

WITH HEAVIER GOODS: We also advise our customers to include a supply of small, light-weight articles with their orders for heavier goods, such as Incubators, Brooders, Adaptable Hovers, Coops, Poultry Foods, etc., etc. Often we can pack the smaller articles with the larger ones at a considerable saving, while in all cases, if there are several packages (two or more) in a shipment, the 100-pound freight rate will apply, provided the combined weight of the packages equals or exceeds 100 pounds.

THEREFORE, WE ASK YOU to serve your own interests by either making up an ASSORTED ORDER that will weigh 100 pounds, or more, or to include your order for small, light-weight packages or articles with your requirements in heavy-weight goods.

Prices of Extras for Incubators and Brooders

ALL goods listed below may be obtained at the Home Offices of the Cyphers Incubator Company, Buffalo, N. Y., or at any branch house—Boston, New York, Chicago, Kansas City, or Oakland. The prices given opposite each article indicate the price at factory or branch store, and the postpaid price where stated. *Customers desiring articles by mail will please be sure to remit postpaid price with their order.* All articles on which we do not name a postpaid price will be sent by express or freight at customer's expense. In case of mailable articles where postpaid price is not remitted, the order will be either held for postage or shipped by express at customer's expense. **No extras will be sent C. O. D.**

In ordering parts from this list give the number of the part, if specified. (See also our book, "Directions for Operating.") Also state whether the parts are required for 1911-Pattern Machines or for what year.

Extras for Standard Cyphers Incubators

Cyphers Incubator Lamps (seamless bottom), with burner and wick complete, No. 0, 75 cents each; Nos. 1, 2 and 3, 90 cents each.

Lamp Bowls without burner (seamless bottoms), No. 0, 50 cents each; Nos. 1, 2, and 3, 60 cents each.

Incubator Lamp Burners, No. 0, each 30 cents; **postpaid 35 cents.** No. 1, 40 cents, **postpaid 50 cents;** Nos. 2 and 3, each 50 cents; **postpaid 60 cents.**

Lamp Wicks. For use in Incubator Lamps only (state size of machine for which they are wanted). For Nos. 0 and 1, per dozen, 15 cents; **postpaid 18 cents.** For Nos. 2 or 3, per dozen, 20 cents; **postpaid 22 cents.**

Egg Trays (not pedigree), No. 0, 55 cents each; No. 1, \$1 each; No. 2, per set of two, \$1.75; No. 3, per set of two, \$2.40.

Heaters. No. 0, \$2.50 each; Nos. 1, 2 or 3, \$2.75 each. (Lamp not included.)

Mica for Heater, each 5 cents; **postpaid 7 cents.**

Felt Diaphragms (without frame), No. 0 Incubator, each 30 cents; **postpaid 35 cents.** No. 1, 40 cents; **postpaid 45 cents.** No. 2, per pair, 65 cents; **postpaid 70 cents.** No. 3, per pair, 90 cents; **postpaid 98 cents.**

Burlap Diaphragms, or Muslin Diaphragms (without frame), for No. 0, each 10 cents; **postpaid 12 cents.** No. 1, each 15 cents; **postpaid 20 cents.** No. 2, per pair, 30 cents; **postpaid 35 cents.** No. 3, per pair, 35 cents; **postpaid 40 cents.**

Incubator Legs, No. 0, each 25 cents; per set of four, 75 cents; No. 1, each 30 cents; per set of four, \$1. Nos. 2 or 3, each 35 cents; per set of four, \$1.25.

Lamp Bracket (for 1908 and earlier patterns), including wooden rest, No. 0, each 55 cents; Nos. 1, 2 and 3, each 60 cents.

Flame Reducer (state size), each 25 cents; **postpaid 30 cents.**

Wooden Arm for Regulator (321), each 20 cents. These arms are all shipped extra long; customer cuts to fit machine.

Tin Disc (327) and **Wire** (326) (state size of machine), each 10 cents; **postpaid 12 cents.**

Regulator Arm (321), including counterpoise weight (323) and rod (322), pivot casting (317), wooden arm (321), tin disc (327) and wire (326), any size, each 75 cents.

Connecting Rods (318). No. 0, each 20 cents; **postpaid 25 cents.** Nos. 1, 2 or 3, each 25 cents; **postpaid 30 cents.**

Counterpoise Weights (323), each 15 cents; **postpaid 25 cents.** (With nuts for locking.)

Counterpoise Rod (322), No. 0, each 10 cents; **postpaid 15 cents.** No. 1, each 12 cents; **postpaid 17 cents.** Nos. 2 and 3, each 15 cents; **postpaid 20 cents.** (State size.)

Pivot Casting (317), each 25 cents; **postpaid 30 cents.**

Connecting Rod Thumb Nuts (319), (320), each 10 cents; **postpaid 15 cents.** (Specify whether upper (320) or lower (319) nut is wanted.)

Center Casting (315) and **Connecting Tube** (314), Nos. 1, 2 or 3, each 75 cents. No. 0, 70 cents.

Base Casting (316), each 20 cents; **postpaid 30 cents.**

Thermostat (312), No. 0, each \$1.50. Nos. 1, 2 or 3, each \$2.

Regulating Device, complete, No. 0, \$3.50; Nos. 1, 2 or 3, \$4.00.

Wire Hanger for Incubator Thermometer (state if for Nos. 0, 1, 2 or 3 Incubator when ordering), each 8 cents; **postpaid 10 cents.**

Incubator Thermometer (without wire hanger), each 60 cents; **postpaid 65 cents.**

Chimney for 1909 or 1910 Lamp, 25 cents; **postpaid 30 cents.**

Screen for 1909 or 1910 Lamp Chimney, 10 cents; **postpaid 12 cents.**

Filler Cap with Tube for 1909, 1910 or 1911 Lamp, 5 cents; **postpaid 7 cents.**

Guide Ring, Small, 7 cents; **postpaid 10 cents.**

Guide Ring, Large, 7 cents; **postpaid 10 cents.**

Spring Hinges for 1909 or 1910 Lamp Enclosure, 10 cents; **postpaid 15 cents.**

Extras for Standard Cyphers Brooders

Insulated Brooder Stove, 1907-8, complete, each \$1.75.

Brooder Lamp, 1906 pattern, complete with burner for Storm King and Hygienic Brooder, \$1.50.

Brooder Lamp, complete with Zenith burner for Storm King Brooder, 1906 pattern, each 90 cents.

Brooder Lamp, without Zenith burner for Storm King and Hygienic Brooders, 1906 pattern, each 50 cents.

Storm King or Hygienic Brooder Lamp Bowl, 1906, without burner, 50 cents.

Lamp Wicks, for brooder lamps, 1906-7-8-9-10-11 pattern, per dozen 15 cents; **postpaid 18 cents.**

Wicks for Insulated Brooder Stove, 1907-8 pattern, per dozen 15 cents; **postpaid 18 cents.**

Brooder Hovers (1908 and earlier patterns). State which style is wanted, wood top and felt included. Each 75 cents.

Cylindrical Wire Chick Guard (1908 and earlier patterns), with wood top, each 35 cents. State style and size of brooder.

Brooder Ventilator Slides, per pair, 15 cents; **postpaid 20 cents.** (State style of brooder.)

Hygienic Brooder Thermometers, 1906, unmounted, each 40 cents; **postpaid 45 cents;** mounted on wooden holder, each 50 cents; **postpaid 55 cents.**

Brooder Thermometers, for all styles of brooders, 1906-7-8-9-10-11 pattern (state style of brooder), each 45 cents; **postpaid 50 cents.**

Felts for Brooders—Hover Felts, each 50 cents; **postpaid 60 cents** (state style of brooder). Partition Felt for Style A Brooder, 1907-8, each 25 cents; **postpaid 30 cents.**

Regulating Device for Self-Regulating Colony Brooders, 1907-8, \$2.50.

Regulating Device for 1909-10-11 Pattern Self-Regulating Colony Brooders, \$2.50.

Wind Shield, 1907-8, 20 cents.

Burner for Insulated Brooder Stove, each 40 cents; **postpaid 50 cents.**

Chimney for Insulated Brooder Stove, each 20 cents; **postpaid 25 cents.**

Burner and Chimney, complete, for Insulated Brooder Stove, per set 55 cents; **postpaid 70 cents.**

Chimney (for 1909-10-11 Pattern Brooders) 25 cents; **postpaid 30 cents.**

Filler Cap with Tube (for 1909-10-11 Pattern Brooders), 5 cents; **postpaid 7 cents.**

Guide Ring for Lamp, 7 cents; **postpaid 10 cents.**

Mirror, 5 cents; **postpaid 7 cents.**

Chimney for 1905 Safety Brooder Stove, each 35 cents.

Oil Bowl for 1905 Safety Brooder Stove, each 65 cents.

Safety Brooder Stove, complete, 1905 pattern, \$1.75.

Mica for 1905 Safety Brooder Stove, each 10 cents.

Water Pan and Spider Casting for 1905 Safety Brooder Stove, each 60 cents.

Brooder Lamp, complete with burner and wick for 1909-10-11 Brooder, each 90 cents.

Perforated Screen for 1905 Brooder Stove, each 15 cents.

IMPORTANT NOTICE!

When ordering extras for either incubators or brooders other than 1907-8-9-10-11 patterns, customers must be sure to state style and size of incubator and the year manufactured, as shown on the name-plate, or packer's slip pasted inside egg chamber. To prevent error please describe machine. In case of brooders be sure to state style and size. It is absolutely necessary for us to have this information in order to supply parts that will fit your machine. When ordering extras for either incubators or brooders, 1907-8-9-10-11 pattern, always mention full number stenciled on bottom of incubator or on cover of brooder. Unless advised to the contrary, we will always supply extras for goods of 1911 pattern. We positively will not be responsible for errors where customers fail to give the information as above required.

High Grade Tested Thermometers



Cyphers Brooder Thermometer.

green thermometers. We carry thousands of thermometer tubes in stock year after year, so as to avoid using anything but well-seasoned glass tubes. All of our thermometers have been seasoned at least two years.

THE best incubator or brooder manufactured is useless unless the thermometer used therein is accurate. Hundreds of hatches in incubators fail because of inferior thermometers, and large numbers of chickens are killed in brooders owing to defective or worthless thermometers. The operator, to be successful, must know the exact temperature in the egg chamber of the incubator and be sure that the chickens in his brooder have the proper amount of heat. The thermometers here listed are manufactured especially for us, and are thoroughly tested before they are shipped. Two-thirds of the thermometers on the market are made from improperly seasoned glass tubes, and are what are termed

Cyphers Incubators are guaranteed only when operated with Cyphers Company's Specially-tested Incubator Thermometers.



Cyphers Incubator Thermometer.

Prices

Cyphers Incubator Thermometers, each, **postpaid** \$.65
 Cyphers Incubator Thermometers, two, **postpaid** 1.20
 Cyphers Incubator Thermometers, twelve, by express 5.50
 Cyphers Brooder Thermometers, each, **postpaid**50
 Cyphers Brooder Thermometers, two, **postpaid**95
 Cyphers Brooder Thermometers, twelve, by express 5.00

NOTE.—The price of Incubator Thermometers does not include the wire hanger. Wire hangers will be supplied at 10 cents extra for each thermometer. In ordering a thermometer or wire hanger, **be sure to state name and size of incubator or brooder you want it for, also date of manufacture.** This is important. **The wire on which the thermometer is suspended is a part of the incubator, and not a part of the thermometer.** Therefore, in returning a thermometer or ordering a new one, do not return the wire.

Cyphers Practical Egg Tester



CYPHERS Practical Egg Tester is the standard tester in use on large duck and broiler farms, and embodies the best ideas to date. This tester is 18 inches high, 10 inches wide and 10 inches deep. The top is of galvanized iron. It is equipped with an extra strong reflector of superior quality. The seamless-bottom lamp is made of the best heavy, galvanized iron. No chimney is furnished, because of the liability of breakage in shipping. An ordinary glass chimney, such as is used on a house lamp, will fit the burner and is exactly adapted to the purpose. The strong light penetrates the shell and brings to view the development of the contents of egg, making it possible to discover the degree of fertility, or the growth of the embryo. Weight, 14 pounds.

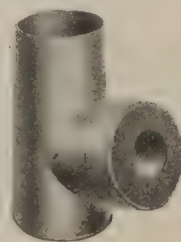
Price, complete, including box, lamp and reflector \$1.25

Cyphers X-Ray Egg Tester

THE Cyphers X-Ray Egg Tester is made of block tin, and consists of a central cylinder or lamp flue $5\frac{1}{4}$ inches high, with an outside diameter of $2\frac{3}{8}$ inches at the base and $2\frac{1}{8}$ inches at the top. It is designed for use on an ordinary hand lamp and fits over any style of burner with a diameter approximating that of the tester. The test tube, against which the egg is held, is $2\frac{1}{2}$ inches in diameter, and the open end consists of a piece of leather-cloth. The egg is held against a $1\frac{1}{4}$ -inch oval-shaped hole in this felt, and the light is reflected by the polished tin through a sheet of mica that covers the narrow end of the testing tube and allows the light from the flame to enter the

tube. In a dark room this light will be found strong enough to penetrate the shell and illuminate the interior of the egg. One of these testers is shipped free with each Cyphers Incubator. They are thoroughly practical, and where small numbers of eggs are to be tested will answer the purpose as well as our large tester. Where, however, large numbers of eggs are to be handled, we recommend the Cyphers Practical Egg Tester as being more desirable.

Prices: 25 cents each; by mail, 35 cents each.



PLEASED WITH INSURABLE FEATURE

Columbus, Ohio, May 1, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have one of your No. 2 Incubators, also one of your Style C Outdoor Colony Brooders, and I think they are simply perfection. Your insurable feature should make a hit with poultrymen who value their eggs, chicks and other property.

EARL F. DAVIS.

HAD IT TEN YEARS—STILL IN USE

Mt. Pleasant, Utah, April 8, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used one of your large Outdoor Brooders, three-apartment, for about ten years. It has been very satisfactory and is still in use. I want to get two more just like it, or as near like it as you are now making them.

JOHN H. SEELEY.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Combination Blue-Flame Gas Burner

(Patent Applied For)

Use of Gas for Heating Incubators is Recommended where Supply is Uniform. Safe and Economical Device for this Purpose

MANY operators of Cyphers Incubators are so situated that they can use gas for heating their machines in place of oil. Gas furnishes a satisfactory heat where the supply is uniform, and we recommend its use. The Cyphers Combination Blue-Flame Gas Burner (patent applied for), which is illustrated herewith, burns with a blue flame which produces the maximum amount of heat with the minimum consumption of gas. This burner can be easily attached to incubator.

A blue flame is hotter than a yellow or light-giving flame of the same size; in other words, the gas in one case produces heat almost exclusively, whereas in the other case it produces light. Furthermore, a blue flame producing a certain amount of heat *will consume less gas* than would a yellow flame producing the same amount of heat.

Where the Cyphers Combination Blue-Flame Burner is used the height of the flame can be adjusted with an

ordinary gas-bracket key and the mixture of air (producing a blue flame) may be readily controlled for different gas pressures.

Made in two sizes, large and small, corresponding to the two sizes of oil burners furnished with Cyphers Incubators. In ordering, mention size of burner or width of wick.

Price of Burner, complete, ready to be attached to gas pipe or bracket, 50 cents; postpaid, 60 cents.



Cyphers Combination Blue-Flame Gas Burner.

Cyphers Simplicity Flame Reducer

(Patent Applied For)

For Use on Cyphers Incubators and Brooders, All Styles and Sizes. Simple, Durable and Economical. Saves Oil and Money

INCUBATOR and brooder operators experience difficulty in maintaining a low, clear, steady flame on their lamps *in warm weather*. As regards incubators this is especially true toward the latter part of the period of incubation, when the animal heat in the eggs manifests itself. As regards brooders, when late spring arrives and summer weather is at hand very little artificial heat is required, *but it will not do to extinguish the lamp or brooder stove altogether*. Under these conditions if the lamp flame on either incubators or brooders is turned down sufficiently low to give only the proper degree of heat the result is a wide, weak and variable flame *that is liable to smoke or to be extinguished by a sudden jar or moderate gust of air*. To meet these warm weather conditions, and at the same time save oil—which costs money—some operators carry extra burners that are equipped with narrow wick tubes and narrow wicks, which concentrate *the same amount of flame into a higher and narrower blaze*. These burners serve the purpose, *but do not prevent waste of oil*.



Fig. 1.—Photographic view of ordinary burner, showing medium-height flame.

the same time save oil—which costs money—some operators carry extra burners that are equipped with narrow wick tubes and narrow wicks, which concentrate *the same amount of flame into a higher and narrower blaze*. These burners serve the purpose, *but do not prevent waste of oil*.

The Cyphers Flame Reducer (for which letters patent have been applied) reduces the size of the flame on a No. 3 (large size) burner to that of a No. 1 (small size) burner and does this without changing the wick or burner in any manner, and the burner is instantly convertible either way. By the same process that this burner reduces the size of the flame *it reduces the amount of oil consumed*, saving more than fifty per cent. in cost of oil.

This unique device, illustrated herewith, consists of a special-shaped metal hood or cap that fits over the upper end of the wick tube. It has an opening in the center, and it is the part of the wick that is exposed at this opening *which burns*, producing a flame of a width corresponding to that which would be produced by a smaller burner with a wick of the *same width* as this opening.

The Cyphers Flame Reducer is made in two sizes, large and small, of polished copper. In ordering, mention width of wick.

Price of Cyphers Flame Reducer, either size, 25 cents; postpaid, 30 cents.



Fig. 2.—Photographic view of same burner as in Fig. 1, with Cyphers Flame Reducer attached; illustrating the reduced flame produced with wick same height as before.

"OUR LOSSES ARE COMPARATIVELY NOTHING"

Amesbury, Mass., August 2, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

In my early experience poultry-raising for me was an up and down affair—that is, in the days of the old hen—but since we are able to use your Incubators and Brooders *our troubles have been lessened* and many cares have been rolled off the shoulders of the poultryman. We get better, stronger and more vigorous chicks from Cyphers Incubators, *and by entrusting them to Cyphers Brooders our losses are comparatively nothing*.

FREDERICK L. RICE.

"BROODER HAS BEEN IN USE SEVEN YEARS"

Nashville, Tenn., July 2, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used Cyphers goods for years with success. It may interest you to know that the Single Comb Rhode Island Red Cockerel with which I won first cockerel at Madison Square Garden, New York City, and also first at the great Jamestown Exposition Show, was hatched in a Cyphers Incubator *and raised in one of your Outdoor Brooders*. *This Brooder has been in use seven years and is still in good shape*.

FRANK LANGFORD.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Safety Brooder Stove

Used in Heating Home-Made Brooders



CYPHERS Safety Brooder Stove was invented by this Company. We used it for years in our old-style standard brooders, selling tens of thousands of them. This stove consists of a brass oil fount and a safety water pan of the same metal, that holds nearly a quart of

water and extends out over the entire surface of the oil bowl, thus placing a sheet of cold water an inch to an inch and a half in thickness between the oil in the oil fount, or bowl, and the flame.

The wick tube extends upward through the water pan and through the cast-iron base into the flue chamber, which is composed of the best quality of Russian sheet iron, the top consisting of a solid casting of common iron. The long wick stem, by which the wick is turned up and down, reaches from the wick tube outward through the side of the water pan, and is kept cool by the water.

Prices of Cyphers Safety Brooder Stove

Each.....\$1.75 Six.....\$9.50

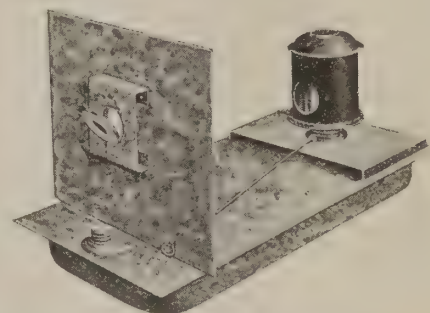
WEIGHTS: One, 6 pounds; six, 32 pounds.

Cyphers Insulated Brooder Stove (Patented)

For Use in Heating Home-Made Brooders

ALSO is a Cyphers Company invention. This long-bowl, improved safety stove combines a heater proper, a burner equipped with metallic chimney, an insulating plate that serves also as a stove slide, and an upright plate of galvanized iron that forms the door to the brooder through which the stove is operated. (See illustration.) *The flame can be adjusted and the oil-bowl filled without removing the stove from the brooder.*

The heat of the flame is deflected away from the oil reservoir, and the oil remains cool at all times. *This stove will burn forty-eight hours or more without refilling.* We especially recommend this stove for use with home-made brooders. There is no water-jacket to fill (or forget,) and it is absolutely safe from explosion.

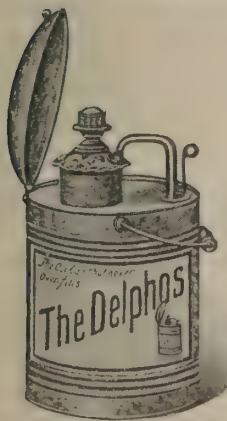


Price of Cyphers Insulated Brooder Stoves: Each.....\$1.75 Six.....\$9.50

WEIGHTS: . One, 10 pounds; six, 60 pounds.

Delphos Non-Overflow Oil Can

Specially Adapted for Use of Poultrymen in Filling Incubator and Brooder Lamps



THIS is more than a simple oil can. It is not only an oil retainer but in use it controls the amount of oil poured into the lamp in such a manner as to prevent overflow and at the same time fill the lamp to any desired height.

Oil that has been spilled on the top of a lamp naturally becomes heated and throws off an odor that is not only objectionable in an incubator room (more especially if the room should happen to be poorly ventilated) but in some cases it seriously affects the hatch. After filling from the Delphos Non-Overflow Pump Can no oil remains on the lamp to be wiped

off, because it is impossible for the oil to overflow or drip from the can on to the lamp. Filling a lamp with a Delphos

Can is a simple matter even in the dark, since it cannot over-fill. When you hear the oil gurgle then you know it has reached the desired height.

The pump on the Delphos Can is made with two tubes—one conveying the oil from the can to the lamp, the other acting as a siphon and returning the surplus oil to the can when the lamp is filled. Users will appreciate the value of this feature, as it does away with the odor and waste connected with the use of ordinary oil cans. *It also minimizes the danger from fire.* This can is built of heavy galvanized iron and is practically indestructible.

The Delphos Oil Can is double seamed on top and bottom as well as body seams. The can has a hinged cover which seals the pump, keeps out the dirt and during the winter keeps the pump free from snow and ice, if exposed to the weather. The top of the Delphos Can is made of the best tin, supported by galvanized iron braces, which makes it so rigid that a man can stand on the can.

Prices: 2-gallon can.....\$1.00 3-gallon can.....\$1.25 5-gallon can.....\$1.50

WEIGHTS: 2-gallon can, 3 pounds; 3-gallon can, 5 pounds; 5-gallon can, 8 pounds.

350 CHICKS, TWO BROODERS—RAISED 347

Goodhue, Minn., August 11, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have one of your Style B Brooders and must say that I am very much pleased with it. Hatched out 350 chicks in two sittings and raised them all but three in your brooder, 1910 style, the rated capacity of which is 75 chicks.

THOMAS MORAN.

"MORE THAN SATISFACTORY"

Frankfort, N. Y., June 3, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Have built my own brooders, but use your Brooder Stoves in them and find them very satisfactory. Your Drinking Fountains are more than satisfactory, also your Lice Powder and Full-Nest Egg Food, which do all that you claim for them.

N. B. LINTS.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

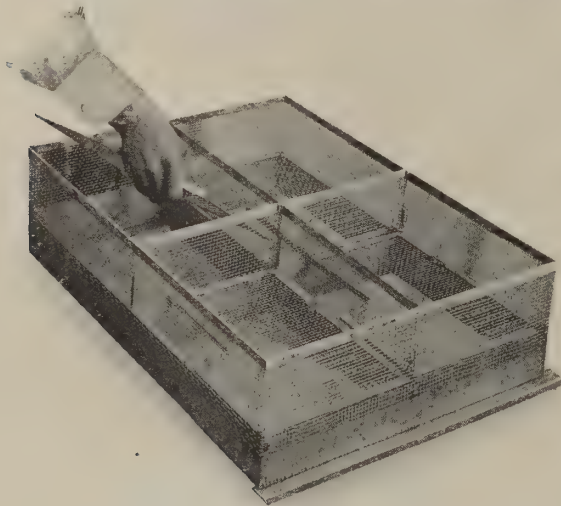
Cyphers Perfected Pedigree Egg Trays

For Use in Hatching Pedigreed Chicks and for Keeping Separate the Chicks Hatched From Different Lots of Eggs Laid by Any Variety of Fowls

PEDIGREE TRAYS are in demand by poultry raisers who use trap nests of various kinds for special breeding purposes; also by those who wish to keep in separate lots, until properly toe-marked, the chicks hatched from eggs of any variety of fowls obtained from different matings, or from different pens. They are a valuable aid to systematic, scientific poultry breeding. By their use the eggs placed in a No. 0 or No. 1 Standard Cyphers Incubator can be kept in *four separate lots*; also the chicks that hatch therefrom, and the eggs in a No. 2 or No. 3 Standard Cyphers can be kept in *eight separate lots*, also the chicks that hatch therefrom.

We have manufactured pedigree trays ever since the Standard Cyphers Incubators were first placed on the market, and have sold thousands of them. Our latest improved pedigree trays, *with removable bottoms to the egg compartments*, have now been on the market several years and have given uniform satisfaction. The illustrations herewith will give the reader a clear idea of the simplicity, convenience and *practical infallibility* of this perfected device. The illustration below shows the bottom of one egg compartment in the act of being removed, thus to allow easy access by the operator to the chick nursery compartment directly underneath.

These pedigree trays are used only during the last three days of the hatch, the fertile eggs being transferred to them from the regular trays just before the eggs begin to pip. After the chicks hatch and gain strength they



Cyphers Perfected Pedigree Egg Tray, showing method of removing bottom of egg compartment to gain access to chick nursery compartment.



Cyphers Perfected Pedigree Egg Tray, ready to be placed in incubator.

move forward *in each egg compartment* toward the light and drop through the opening into the *corresponding nursery compartment directly below*. They thus obtain the benefit of the lower temperature in the nursery compartment until the hatch is completed. The tray is then removed and the four lots of chicks, *enclosed in the four separate compartments*, may be toe-marked at leisure without danger of their mixing.

These trays are strongly built of high-grade materials and are warranted to last a lifetime. We guarantee them to work satisfactorily.

SPECIAL NOTICE: These *Perfected Pedigree Trays* fit only Standard Cyphers Incubators of the 1906 and later patterns. We still manufacture our former type of pedigree tray for use in Standard Cyphers Incubators manufactured *previous to 1906*, but the *Perfected Pedigree Trays*, as illustrated and described herewith, will fit only machines built in 1906 and later.

When ordering the *Standard Cyphers Incubators*, if you want a pedigree tray or trays, be sure to say so and enclose the extra amount with your order. If you now own one or more Standard Cyphers Incubators, and desire to obtain a pedigree tray or trays, be sure to specify in your order both the size of the machine and the year in which it was manufactured.

Price List of Perfected Pedigree Egg Trays for Standard Cyphers Incubators only

No. 0 Pedigree Tray, weight, 7 lbs. each.....\$2.00
No. 1 Pedigree Tray, weight, 11 lbs. each..... 2.50
No. 2 Pedigree Tray, weight, 18 lbs. per pair... 5.00
No. 3 Pedigree Tray, weight, 20 lbs. per pair... 6.00

TEN YEARS OLD—NOTHING FOR REPAIRS

Hillsdale, Ill., March 29, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

I will write you concerning a 120-egg Cyphers Incubator I have had for about ten years. I used this Incubator for about five seasons. The past five years it has not been used, standing in a shed, no floor in shed. Having a number of eggs on hand this winter and no broody hens I dug up the incubator in February, cleaned it up and started the lamp going. It took most three days to get it dried out before I got it regulated. I did not expect a big hatch, but imagine my surprise when I got 96 per cent. of a hatch of strong, healthy chicks. I am using the same lamp and burner I got with the incubator. I have never paid out one cent for repairs. If any one can beat this record I would like to hear from them.

C. H. NUNDLE.

FIRST TRIED A "CHEAP" ONE

Avalon, Wis., August 19, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

This last winter before ordering my Incubator and Brooder (my first attempts by the way) I made numerous inquiries of those who had had experience and also sent for various catalogues. One friend was anxious to have me try your machines, but owing to what seemed to me then the high price of yours, I ordered a cheap outfit. It was a measly little box of a thing that I carried outside day times and inside at night—and nearly ruined my health as a result. Later I ordered one of your Style B Outdoor Brooders. The pleasure and comfort I had with it compensated me in a measure for the trials I had with the cheap Brooder. The chickens in your Brooder soon overtook in size those that lived out of my first hatch.

MRS. LAURA SMITH.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Boston Dry Food Hoppers (Patented)

The Food-Saving, Rat-Proof Hopper That Made Dry-Feeding of Poultry a Success

NEW Englanders are not wasteful. On the contrary, they are noted for *thrift and economy*. Furthermore, that section of the country, like the Rocky Mountain region, the Pacific Coast States and a large portion of the South, *has to buy most of the grain it uses*, and we all know that grain has been a costly necessity during the last few years.

It was "thrift and economy" of the genuine New England brand that conceived and invented the Boston Dry Food Hopper for poultry, a device that *saves one-half of the food* in the day time and that is rat-proof at night.

The Boston Food Hopper was placed on sale less than three years ago, and thus far more than 50,000 of them have been sold in all parts of the United States and Canada. They are in successful use on nearly every experiment station poultry plant in America. They are used in half-dozen, dozen and hundred lots by the foremost poultry breeders, such as Owen Farms, U. R. Fishel,

Ernest Kellerstrass, etc., and are *publicly endorsed* by practical poultry authorities like A. F. Hunter, Dr. N. W. Sanborn, I. K. Felch, Edward Brown (England) and hundreds of others.

Writing for the December, 1910, issue of a prominent poultry paper, D. Lincoln Orr, ex-president of the American Poultry Association, said of the Boston Dry Food Hopper:—

"I notice the Cyphers Incubator Company has bought the Boston Food Hopper. I consider this hopper a *very valuable adjunct* to poultry keeping. It is, from my point of view, *the very best dry-mash hopper*, and while I am not writing to increase its sales for the benefit of the company, *I am writing to increase the egg yield of the poultryman who will buy and use it*. It gives me great satisfaction, *saves time, saves feed* and increases the egg production. I can heartily endorse it as a good hopper."

These hoppers are made in four sizes, two for chicks and two for adult fowls. See illustrations and prices herewith. Half bushel size is for dry-feed of any kind, fed either indoors or outdoors; similar shaped smaller size is for beef scrap, charcoal, oyster shell, grit, etc. Chick sizes keep food clean and prevent bowel trouble.

ANNOUNCEMENT

TO THE PUBLIC:—

It gives me pleasure to announce to the public that on October 1, 1910, the entire business of the Boston Dry Food Hopper Company, together with all rights to manufacture and sell this article in the United States, was sold and transferred to the Cyphers Incubator Company, who will conduct the manufacture and sale of this Hopper in the future along the lines already established.

Respectfully,

BOSTON DRY FOOD HOPPER COMPANY.

F. W. Ruggles.

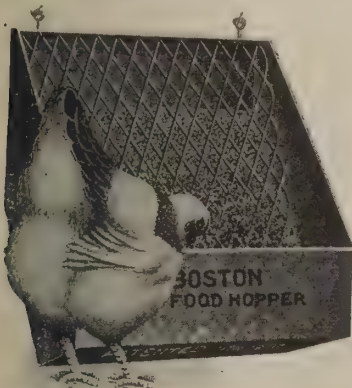
The use of these hoppers will *positively save their original cost every week in the case of adult fowls and every month or less in the case of chicks*. Besides this they will help greatly to keep your fowls and chicks in a *healthy condition* by insuring them clean food entirely free from filth of any kind. Every poultryman will appreciate this feature.



Hopper is locked for the night by a hook in lower end, making it absolutely rat-proof.

FREE BOOKLET FORTY-EIGHT PAGES:

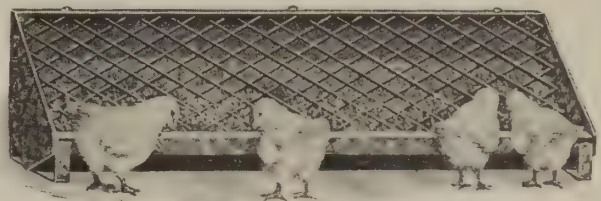
WRITE TODAY (a postal will do) asking *our nearest place of business* for copy of free booklet telling all about Boston Dry Food Hoppers, how to use them and the money they will save you. Contains valuable information on "Thrift in Poultry Keeping"; also contains numerous favorable reports from users of the Boston Hoppers.



Large Dry Feed Size. Holds $\frac{1}{2}$ bushel. Price \$1.00. Beef Scrap Hopper is half this size, and holds one peck. Price 90 cents.



Short Chicken Size. Price \$1.00.



Long Chicken Size. Price \$1.90.

PRICE LIST:

LARGE DRY FEED.	\$1.00
17 in. high, 8 in. deep, 13 in. wide.	
Holds $\frac{1}{2}$ bushel. Weight, $4\frac{1}{2}$ lbs.	
BEEF SCRAP, GRIT, Etc.	.90
17 in. high, 8 in. deep, 7 in. wide.	
Holds one peck. Weight, 3 lbs.	
SHORT CHICKEN SIZE.	1.00
15 in. long, 8 in. high, $4\frac{1}{2}$ in. deep.	
Holds one-half peck. Weight, $2\frac{1}{4}$ lbs.	
LONG CHICKEN SIZE.	1.90
29 in. long, 8 in. high, $4\frac{1}{2}$ in. deep.	
Holds one peck. Weight, $3\frac{1}{2}$ lbs.	

QUANTITY PRICES:

Five per cent. discount for six on one order; ten per cent. discount for twelve. Orders may be assorted sizes. Take low freight rate as tinware.

Cyphers Dry-Food Hopper

An Economical and Sanitary Self-Feeding Device for Use with Dry Food



THIS IS A FOOD-SAVING AND LABOR-SAVING device that will appeal at once to the judgment of every thrifty person who wishes to make the most money possible out of poultry keeping and at the same time reduce to the minimum all necessary labor connected with the care of the fowls. It is used by thousands of poultry raisers for feeding dry-grain food, either whole or ground.

THE CYPHERS SELF-FEEDING DRY-HOPPER is machine-made, out of heavy galvanized iron, and has two compartments, a large one for grain mixtures, *holding about six quarts*, and a small one for beef scrap, holding about three quarts. The trough of this hopper is high enough to prevent waste and at the same time allows free access to the food. Hopper is provided with a hinged cover, which protects the grain at all times from *moisture and filth*. It is also supplied with a strong handle for convenience in filling and handling. These hoppers should be hung against the wall of a poultry house or other enclosure where fowls are kept. The handle serves for this purpose—see illustration.

THE HOPPER-METHOD OF FEEDING is both practical and economical. All who are interested in dry-feeding and *wish to economize* on the cost of grain and beef scrap should use these Dry-Food Hoppers.

Prices, safely crated for shipment: Each, 75c; per ¼ dozen, \$2.10; per ½ dozen, \$3.90; per dozen, \$7.20. (By freight or express.)

WEIGHTS: Each, 1 lb.; ¼ dozen, 15 lbs.; ½ dozen, 25 lbs.; 1 dozen, 50 lbs.

Cyphers Grit and Shell Box

Necessary on Every Well-Equipped Poultry Plant, Small or Large

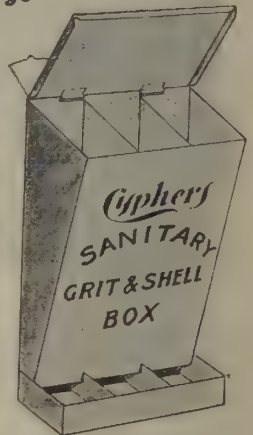
IF ALLOWED TO HAVE THEIR OWN WAY about it, fowls are extremely wasteful—especially of grit, oyster shell, charcoal, etc. They persist in picking at these materials with their beaks and will scatter them about and trample under foot perhaps half of the amount *that is supplied in open dishes and feed troughs*. Here, in such case, is a 50 per cent. loss and these needless losses should be stopped, if your poultry investment is to be made to pay and pay well.

CYPHERS GRIT AND SHELL BOXES not only will enable you to stop this loss, in large part, but they possess true sanitary value, because their use prevents poultry—both adult fowls and growing chicks—from *picking up and swallowing unsanitary substances* that adhere to or become mixed with grit, shell and charcoal that are scattered on the ground or fed in open receptacles.

CYPHERS COMPANY'S type of Grit and Shell Box—see picture—is made by special stamping machinery, out of the best grade of galvanized iron. It has three compartments—for grit, oyster shell and charcoal—but where a small flock is kept will serve the purpose of a Dry-Food Hopper to excellent advantage. Like our Dry-Food Hopper, it is provided with a cover or lid placed on a slant, preventing the fowls from roosting on the box.

Prices, safely crated for shipment: Each, 50c; per ¼ dozen, \$1.40; per ½ dozen, \$2.70; per dozen, \$4.80. (By freight or express.)

WEIGHTS: Each, 5 lbs.; ¼ dozen, 10 lbs.; ½ dozen, 20 lbs.; 1 dozen, 40 lbs.



Cyphers Separable Drinking Fountains

Low-Priced—Easy to Clean—Will Last Many Years

THE WATER SUPPLY is the medium that sometimes conveys contagious diseases from one fowl to another. For example, water in the drinking vessel is liable to come in contact with and be infected by the discharges from the nostrils of roup-y fowls. It is essential, therefore, that the drinking fountains used for poultry shall be

not only suitable for holding water, *but should also be easy to clean*. The fountain manufactured by us is as easy to clean and air in the sun as any milk pan, and can be boiled in water or scalded without injury.

CYPHERS DRINKING FOUNTAINS are made of heavy galvanized iron by the use of steel dies. We make these fountains in four sizes. The smaller size (1 quart) is designed for chicks, and is especially handy for use in brooders, nurseries, etc. The medium size (2 quarts) is for larger chicks and ducklings, or for small or medium-sized flocks of fowls. The 3 ½ quarts size is designed for large chickens, ducklings and adult fowls. The largest size holds two gallons and is used extensively by breeders of ducks and large flocks.



Prices: Small size, each, 18c; per ¼ dozen, 50c; per ½ dozen, 90c; per dozen, \$1.75. Medium size, each, 25c; per ¼ dozen, 70c; per ½ dozen, \$1.25; per dozen, \$2.40. Large size, each, 35c; per ¼ dozen, 95c; per ½ dozen, \$1.80; per dozen, \$3.30. Special duck size, each, 50c; per ¼ dozen, \$1.35; per ½ dozen, \$2.50; per dozen, \$4.90. (By freight or express.)

WEIGHTS: Small size, each 5 lbs.; ¼ dozen, 7 lbs.; ½ dozen, 8 lbs.; 1 dozen, 12 lbs. Medium size, each 6 lbs.; ¼ dozen, 8 lbs.; ½ dozen, 11 lbs.; 1 dozen, 16 lbs. Large size, each 7 lbs.; ¼ dozen, 9 lbs.; ½ dozen, 16 lbs.; 1 dozen, 23 lbs. Special duck size, each 8 lbs.; ¼ dozen, 15 lbs.; ½ dozen, 20 lbs.; 1 dozen, 40 lbs.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Combined Food and Water Holders

For Chickens and Ducks of All Ages

CYPHERS INCUBATOR COMPANY, years ago, bought all rights and title in the United States Letters Patent, under protection of which these *labor and money-saving* Combination Food and Water Dishes are manufactured; also the full outfit of special machinery, as designed by the inventor, and we have sold many thousands of these serviceable poultry devices, shipping them to customers in all parts of the civilized world.

Undoubtedly this patented Food and Water Holder is the best combination device of the kind on the market. We make them in one-gallon, two-gallon and three-gallon sizes. The tops and bottoms of the holders are separable by placing the palm of the hand on the top of the upright post, slipping the fingers under the iron brace that is fastened to the upper metal pan, then pressing downward, causing the wires to spread, thus releasing the lower pan. *These holders may be carried about with perfect safety*, for the greater the weight the tighter the grip of the wires. The wires (see illustration) prevent the chicks or fowls from getting into the pans and soiling the food or water.

These holders are especially recommended for use in feeding soft food of any kind; also steamed or dry alfalfa, cut clover, etc. Where this protected receptacle is used, a saving of 15 to 25 per cent. in food-stuff may be counted on. Is easily cleaned and cannot get out of order.

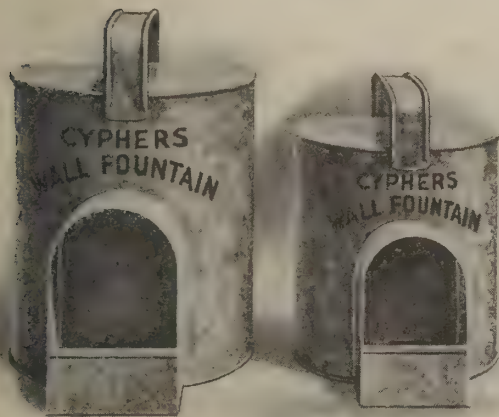
Prices: 1-gallon size, each, 75c.; per $\frac{1}{4}$ dozen, \$2.20; per $\frac{1}{2}$ dozen, \$4.25; per dozen, \$8.00. 2-gallon size, each, \$1.00; per $\frac{1}{4}$ dozen, \$2.85; per $\frac{1}{2}$ dozen, \$5.50; per dozen, \$10.00. 3-gallon size, each, \$1.25; per $\frac{1}{4}$ dozen, \$3.65; per $\frac{1}{2}$ dozen, \$7.20; per dozen, \$14.00. (By freight or express.)

WEIGHTS: 1-gallon size, each 5 pounds; $\frac{1}{4}$ dozen, 13 pounds; $\frac{1}{2}$ dozen, 25 pounds; 1 dozen, 50 pounds. 2-gallon size, each 6 pounds; $\frac{1}{4}$ dozen, 18 pounds; $\frac{1}{2}$ dozen, 35 pounds; 1 dozen, 70 pounds; 3-gallon size, each, 8 pounds; $\frac{1}{4}$ -dozen, 23 pounds; $\frac{1}{2}$ -dozen, 45 pounds; 1-dozen, 90 pounds.



Cyphers Keep-Clean Wall Fountains

Widely Popular Style of Drinking Fount For Adult Fowls



THESE HANDY FOUNTAINS are an original Cyphers Company product and give complete satisfaction. They are extra convenient to handle and are more sanitary than the ordinary fountains that stand on the ground or on the level of a poultry house floor where they are soon kicked full of litter and different forms of dirt.

CYPHERS WALL FOUNTAINS are flattened at the back so that they can be hung on the wall of a building, or against a post, tree or fence at any height. A galvanized-iron hood projects over the water trough and *protects the water from becoming soiled*. These fountains are equally serviceable for young chickens or adult fowls, and are especially useful for pigeons. *They will not break by freezing*, and are readily cleaned by partly filling with round pebbles, pieces of rock, bits of crockery-ware, coarse grit or shot, and shaking thoroughly.

CYPHERS WALL FOUNTAINS are made of the best galvanized iron, are stamped by machinery with perfect steel dies, are mechanically finished in all respects and are guaranteed to last many years with proper treatment.

Prices: 1-gallon size, each 50c.; per $\frac{1}{4}$ dozen, \$1.40; per $\frac{1}{2}$ dozen, \$2.70; per dozen, \$5.00. 2-gallon size, each, 75c.; per $\frac{1}{4}$ dozen, \$2.20; per $\frac{1}{2}$ dozen, \$4.20; per dozen, \$7.80. (By freight or express.)

WEIGHTS: 1-gallon size, each 10 pounds; $\frac{1}{4}$ dozen, 15 pounds; $\frac{1}{2}$ dozen, 25 pounds; 1 dozen, 50 pounds. 2-gallon size, each 12 pounds; $\frac{1}{4}$ dozen, 18 pounds; $\frac{1}{2}$ dozen, 36 pounds; 1 dozen, 72 pounds.

Sanitary Chick Servers

For Supplying Food and Water to Small Chicks. Many Thousands of Them in Use



Ready For Use.

The type of Sanitary Chick Server illustrated herewith is used extensively by experienced, successful poultrymen as a food and water dish for *little chickens* on range and confined in brooders, brooding houses, etc. Pictures show that this Server consists of two parts and is separable, making it convenient in use, *easy to clean* and therefore sanitary. We recommend this Chick Server for use in feeding small chicks, also in supplying water for them to drink.

Prices of Chick Servers:

One size only, 25 cents each; \$1.40 per $\frac{1}{2}$ dozen; \$2.65 per dozen.

WEIGHTS: One, 5 lbs.; six, 8 lbs.; 1 dozen, 12 lbs.



Easy to Clean.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

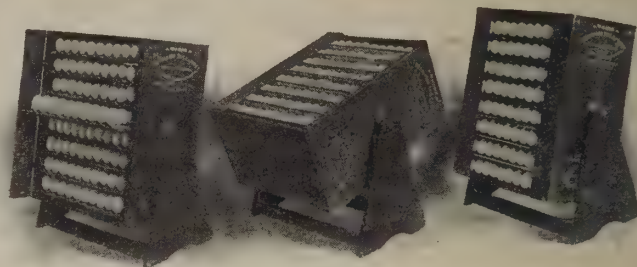
Revolving Egg Cabinets

Used for Storing and Turning Eggs—Keeps Them Fresh

EGGs INTENDED FOR HATCHING should be turned daily, especially as warm weather approaches. The warmer the temperature the more necessary it is that they be turned. Eggs for market *should be turned every two or three days* if they are to be kept any length of time. Eggs for table use (not fertilized) have been kept from two to three months in an ordinary cellar by using these cabinets.

WOODS REVOLVING EGG CABINETS, manufactured solely by Cyphers Incubator Company, under United States patent rights, are a practical device for doing this work and for years have supplied a widespread need among poultrymen who save eggs for hatching and for table use. Each egg is held in place by a pair of steel wire clips and the egg racks are removable for filling.

EVERY WELL-EQUIPPED POULTRY PLANT should have one or more of these cabinets. The saving from the loss in broken eggs and the loss of time in handling will soon equal the purchase price.



Woods Revolving Egg Cabinet in Three Positions, Showing How the Eggs are Turned.

Prices: 150-egg size, weight 30 lbs., \$3.50; 288-egg size, weight 55 lbs., \$5.50; 560-egg size, weight 75 lbs., \$7.25; 1050-egg size, weight 100 lbs., \$11.00.

Eureka Egg Package

For Use in Shipping Hatching Eggs. Light—Durable—Safe

THIS is without doubt the safest, cheapest and best package on the market for shipping eggs for hatching. This package is so constructed that each egg is encased in a cylinder made of heavy corrugated paper, which conforms to the shape of the egg, the end of each egg *resting on a cushion support*, thus giving absolute protection to the vital parts. These cylinders are adjustable to any size egg and therefore prevent breakage.

The Eureka Package is built of corrugated board and possesses great strength. Every package is supplied with sufficient tape to seal the cover securely. Our 30 and 45-egg packages are especially strong and compact.

The eggs are placed in tiers one above the other, the layers being separated by a thick pad of single-faced, extra-heavy, corrugated paper. There positively is no way in which the contents of this box can be tampered with without leaving traces, when our directions for packing, which accompany every box, are followed.



Showing Construction of Eureka Egg Package.

Prices of Eureka Egg Package

	Per Dozen	Per 100
15-egg size, \$1.80, Weight, 9¼ lbs.		\$12.50
30-egg size, 2.40, Weight, 12½ lbs.		16.50
45-egg size, 3.00, Weight, 17 lbs.		20.00

"Seeing is believing."—For 20 cents we will send you prepaid, a sample 15-egg Eureka Package, for trial shipment. Only one sample to same person.

Egg Cases for Shipping Market Eggs

Equipped with Double Hinges and Extra Heavy Fillers

WE MANUFACTURE THESE CASES OURSELVES from well-seasoned lumber, dressed on both sides, and guarantee their strength and durability. The covers are fitted with double hinges, so that they may be doubled back without injuring the covers, and also are fitted with fasteners by which the cover to each case can be locked when it is closed down.

The partitions and fillers supplied by us with these cases are manufactured from A-1 extra heavy cardboard and will stand three times the rough usage as will the ordinary filler. Cyphers Egg Cases are first-class for shipping large numbers of eggs for hatching. On such occasions one tier of fillers may be taken out to make room for the additional packing necessary. Each case is divided into two parts, each half holding five squares of fillers, three dozen eggs to a square. One size only, capacity 30 dozen. Weight, 18 pounds.

Prices: Complete, including fillers.....\$1.25



SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Paper Egg Boxes

Just the Thing for Your Family Egg Trade



THESE boxes are intended for use in delivering eggs to private families. They are exceedingly neat in appearance and go a great way toward making satisfied customers. They ship "knocked-down," can easily be set up and sent by express or freight at very low rates. The customer, after using contents, can take them apart and return them.

Prices: 1-doz. size, per doz., 15c; per 100, \$1.00; per 1000, \$6.00

Weights: 1 doz. 1¼ lbs.; 100, 10 lbs.; 1,000, 100 lbs.

Shipping Coops for Fine Poultry

Light in Weight; Roomy, Strong and Durable

WE MANUFACTURE THESE COOPS and warrant them to be the lightest, strongest and most durable on the market. *They are made from well-seasoned white pine lumber*, and therefore are extremely light in weight, thus reducing the express charges.

These coops are shipped knocked-down, but are practically set up, as compared with other styles of so-called knocked-down coops. The sides are nailed to corner cleats and the ends to top and bottom cleats; hence all that is necessary for the poultryman to do to make ready for use is to drive nails in each corner.

Attention is also called to the dimensions of these coops. They are of sizes which experience has taught us to be the proper ones for shipping valuable birds safely. Many coops are too wide, thus permitting birds to turn in them and injure the tail feathers; other coops are altogether too low, not giving the birds a chance to stand erect; still others subject the fowls to drafts. There positively is not a better coop manufactured for the purpose than the *Cyphers Shipping Coop*, and we have found that Cyphers Company customers who desire to have their shipments reach destination safely are willing to pay the price necessary to get a first-class article.

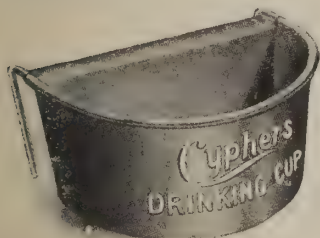
No. 2, 10½ in. wide, 18 in. long, 21½ in. high, is suitable for single birds of any variety or a pair of Mediterraneans. Weight, 10 pounds.

No. 4, 10½ in. wide, 24 in. long, 21½ in. high, is suitable for Asiatic male, American or Mediterranean pair, or small Mediterranean trio. Weight, 12 pounds.

No. 6, 19½ in. wide, 24 in. long, 21½ in. high, is for pens of five birds of any variety. Weight, 16 pounds.

In comparing prices, do not compare the prices of these coops with those charged for paper or muslin coops, or coops made from cheap, low-grade, flimsy lumber.

Prices: No. 2, 35c each; per doz., \$3.75 No. 4, 45c each; per doz., \$4.50 No. 6, 55c each; per doz., \$5.75



Food or Water Cups (For Exhibition Coops)

MADE of galvanized iron, strong and durable; hold one-half pint each, enough for all ordinary purposes. The wires can be bent to secure them to any style of coop. Will soon save their cost in preventing waste of food.

Prices: each 15c; per dozen, \$1.50. If to be sent by mail, add 5c each for postage.

Porcelain Nest Eggs

THESE eggs are made of first-class flint glass; they do not break easily and will last indefinitely. It is not advisable to remove from the nest all the eggs laid unless you provide a nest egg such as the one we offer.

Prices of Porcelain Nest Eggs: Two, 5c; per dozen, 25c

"GIVE YOUR GOODS HIGHEST PRAISE"

Dover, Mass., May 9, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I am using your Egg Boxes and Shipping Coops with the best results. One shipment of poultry was six weeks on the road owing to strikes, but arrived in first-class condition. While superintendent of Grove Hill Poultry Yards, Waltham, Mass., we had many fine compliments on the way our poultry and eggs were shipped. Have met people from all parts of the United States and all give your goods and business methods the highest praise.

G. E. MANN.

"DEPENDABLE AND AS REPRESENTED"

Houston, Texas, March 21, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have used your Poultry Supplies and found them very dependable and as represented.

W. H. CARTER.

"WELL SUPPLIED WITH YOUR APPLIANCES"

Sherbrooke, Que., Can., June 9, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

My poultry buildings are well supplied with your Poultry Appliances. I have always found your goods satisfactory.

DOUGLAS T. TAYLOR.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Practical Poultry Markers and Leg Bands

Marking the Chicks and Fowls for Identification

EVERY UP-TO-DATE POULTRYMAN realizes the necessity of properly marking his fowls, whether he breeds for the show room or for market. The fancier must have some method of marking individual birds so they can be identified for scoring, keeping track of pedigree, etc. The market poultryman must also have some accurate method of keeping tab on the age of his fowls, and thereby guard against birds being kept until they are past the profit-producing stage and become profit consumers. Nearly every poultryman will want to know at some time just what birds were hatched from a certain pen or flock, or at a particular time.

Marking Chicks.—A popular system of marking chicks in order to keep a record of hatches is to punch the web in the chick's foot. The operation is entirely painless to the chick, and an entire hatch can be toe-marked in a few moments. From the diagram illustrated herewith it will be seen that sixteen different breeds or matings can be toe-marked without duplication. For instance, the poultryman can mark all the chicks in one hatch as shown in Figure 2, and then the next hatch will be marked as in Figure 3. By following this plan, chicks from special matings or pens, even though hatched with chicks from other matings, can be marked for positive identification at any time.

Marking Fowls.—When the fowls have grown older, the poultryman will find that the use of leg bands, every one bearing a number, will prove the best means for identification. A number of different styles of bands are manufactured for this purpose. We list on this page some of the best and most reliable. The descriptive matter will guide the reader in determining the kind best suited to his needs.

One of the best methods for applying leg bands, especially for market poultrymen, is to put the leg bands on the right foot of birds hatched in the even year and on the left foot of those hatched in the odd year. Thus, birds raised in 1911 would have bands placed on the left foot, and those raised in 1912 would be banded on the right foot, enabling the owner to tell at a glance which are the old birds without having to refer to the band numbers.

1			9		
2			10		
3			11		
4			12		
5			13		
6			14		
7			15		
8			16		

Philadelphia Poultry Marker

THIS marker is made in two sizes—one for chicks and one for adult fowls. The sizes of holes punched by this marker are shown by the black dots printed at one side of the picture herewith. The large size is made for adult fowls and is too large for proper use on newly-hatched chicks.

Price: each, postpaid.....25c

Cyphers Poultry Marker

WHEN the difference in price can be afforded, we recommend the use of this chick marker, as compared with lower-priced markers. Constructed on the principle of a leather punch, it is easy to use and will last a life time. There is a strong spring in the head of this marker, which opens the jaws, and it makes a good, clean cut without mutilating the web as do many cheaper punches. These markers are made of substantial materials and we guarantee them to meet requirements.

Price: each, postpaid.....50c

Standard Lever Poultry Marker

WHERE a poultryman has several hundred or a number of thousand chicks to toe-mark each season, and is going to continue in the business for years, we advise the purchase of the Standard Lever Poultry Punch. It is well worth the price. For this punch, address our home offices, Buffalo, N. Y., or our New York City branch store. Not carried in stock at other places of business.

Price: each, postpaid.....\$1.00

"GOOD, CLEAN, HONEST GOODS"

Hollandale, Wis., June 10, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I am using Cyphers Poultry Supplies with excellent results and cheerfully recommend them to any one wanting good, clean, honest goods at reasonable prices.

W. H. DORAN, Prop., Fern Hills Poultry Yards.

"WILL USE NO OTHER KINDS"

Blair, Neb., August 4, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have had the best of success with your Poultry Supplies and find them the most satisfactory of all that I have tried, consequently will use no other kinds.

R. D. BEDFORD.

"THOROUGHLY CONVINCED OF THEIR MERIT"

South Oshawa, Ont., Can., June 6, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I beg to state that we have used Cyphers Poultry Supplies ever since we became interested in poultry and have become so thoroughly convinced of their merit that we refuse to accept the "just as good" goods to be met with so frequently upon the market.

GEO. J. MILNE.

"BEST ARTICLES FOR THEIR USE"

Wellington, Ohio, April 25, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I can think of no stronger testimonial for your goods than to order more of them. They are the best articles for their use that I am able to buy.

GERALD WILLIAMS.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Niagara Leg Bands

THE Niagara Leg Band is extremely light and durable. They are quite easy to put on and when once on we guarantee them to stay on. Do not confound this band with other wire ring bands with tag attached. Please note that the wires on Niagara Bands do not cross each other, and that the tag is large, thus giving ample room for the use of large plain figures. The Niagara Leg Band is made from spring wire, with aluminum tag.

No. 1 for Bantams; No. 2 for Mediterranean females; No. 3 for Mediterranean males and American females; No. 4 for large American females, small American males, small Asiatic females and hen turkeys; No. 5 for American males, Asiatic females and small Asiatic males; No. 6, Asiatic males and male turkeys. Order by number.



Prices, postpaid: 12.....25c 25.....35c 50.....65c 100.....\$1.00

Improved Champion Leg Bands



THIS is a well-known leg band. It is one of the oldest bands on the market and has met with an immense sale during several years past. It is well and durably made from one thin strip of aluminum, and is used by hundreds of successful breeders and exhibitors. Being held by a double lock, it is impossible for them to come off. They are made in two sizes, adjustable to fit small to medium and medium to large fowls. State size or breed.



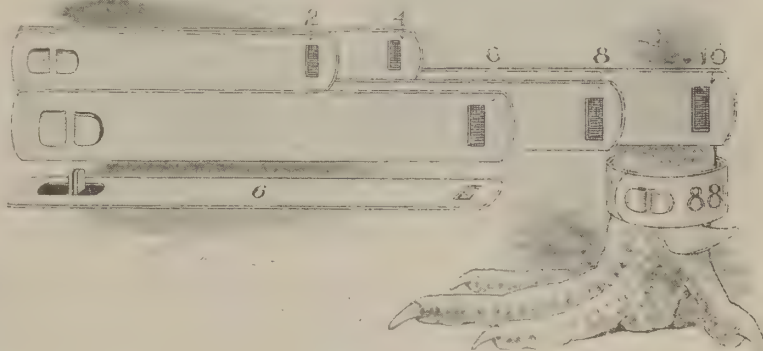
Prices, postpaid: 12.....15c 25.....30c 50.....50c 100.....80c

Ideal Aluminum Leg Bands

IDEAL Aluminum Leg bands meet with a large sale and give perfect satisfaction. They are light, neat, strong and durable, easily and quickly put on, and will stay on.

This band has a double clinch, making it more secure than the single-clinch style. The lock is also very firm, with no room for friction, consequently will not wear and break off where connections are made, as so often happens with other bands. The Ideal Band is sold in five different sizes. The accompanying illustration shows the exact size. When ordering, specify the size of band you wish.

No. 2 bands are for pigeons; No. 4 are for bantams, except Cochin bantams; No. 6 for Hamburgs, Polish, Cochin bantams and for all birds in the Mediterranean class, except Minorcas; No. 8 for Minorcas, Cornish Indians and ducks, and all birds in the American class; No. 10 for birds in the Asiatic class, also turkeys and geese.



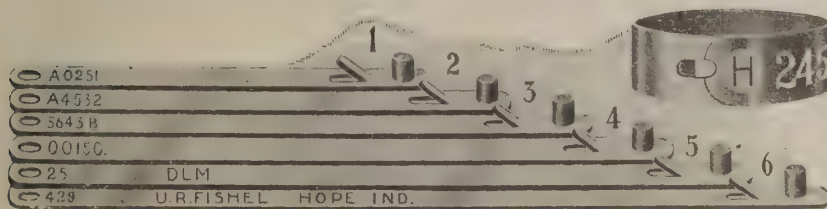
Exact Length of Bands.

Prices, postpaid: 12.....15c 25.....30c 50.....50c 100.....75c

Smith Sealed Leg Bands

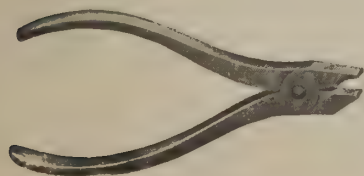
SMITH Sealed Leg Bands provide a positive protection against fraud. They are so constructed that they cannot be removed without destroying the band, and as no duplicate numbers are issued, it is impossible for one fowl to be substituted for another without detection. These bands are used and recommended by a majority of the large poultry associations, and were the official bands of the Louisiana Purchase and Pan-American Expositions.

Made in Six Sizes:—No. 1, for Bantams; No. 2, for Mediterranean and Pit Game females; No. 3, for Mediterranean males, American females and Pit Game males; No. 4, for American males and turkey hens; No. 5, for large Asiatic males and turkey toms; No. 6, for extra large Asiatics and large turkey toms.



Cuts Show Exact Length.

Prices, postpaid: 12 for.....30c 25 for.....50c 60 for.....\$1.00 100 for.....\$1.50
250 for.....\$3.50 500 for.....\$6.50 1000 for.....\$12.50



The Smith Sealer.

Extra for stamping name and address, or not to exceed three initials on bands, 10c per 100, or 6c for 50 or less. If name and address, or more than three initials are desired, add 15c per letter for cost of making special steel stamp.

Price of Sealers: Plain, 50c; lettered jaw, 65c; nickel-plated lettered jaw, 75c

Pigeon Band Sealers same prices as above.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Caponizing Instruments

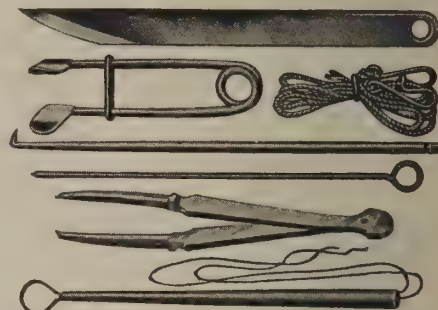
Their Use Increases the Market Value of Surplus Cockerels Fifty Per Cent.

CAPONIZING THE SURPLUS COCKERELS each season and thereby increasing their market value about 50 per cent. has now become an established branch of the poultry industry. The operation is simple, is easily learned and can be completed in from one to three minutes, depending on the practice the operator has had. Fatal results are seldom met with and the operation itself is practically painless, the birds making no outcry.

Greiner Caponizing Set

THE Greiner Caponizing Set is especially designed to simplify the operation of caponizing, so that the beginner can easily master it. We recommend it as the best low-price set in popular use. This set consists of a lancet-shaped knife, spring-spreader, forceps, hook, ring-probe and canula. The special spring-spreader, the spreading-strain of which is held in check by a lock, holds open to the right extent the incision into the intestinal cavity, making it easy to reach and remove the testicles. Printed directions with each set.

Price: In substantial wooden case, postpaid.....\$3.00



Curtiss Caponizing Set

THIS set is used generally by the practical poultrymen of Eastern Massachusetts who produce the famous "South Shore Soft Roasters" for the fastidious Boston market. It was invented after years of experimenting by J. H. Curtiss, the father of the "Soft Roaster" trade in the South Shore district. Cyphers Incubator Company, several years ago, bought the manufacturing and selling rights for this professional set of instruments, and by making them in large lots was able to reduce the price from \$5.50 per set to the present low figure.

The Curtiss caponizing instruments have special features of value not found in other sets. The lancet is peculiarly adapted to its purpose and the old-fashioned canula is replaced by an up-to-date instrument which serves the double purpose of cutting and removing without the aid of forceps, leaving one hand free to manage the operation. Full printed directions with each set.

Price of Complete Set: In neat and substantial velvet-lined case, postpaid.....\$4.00

Gape-Worm Extractors

A Practical Device That Has Proved Its Value

IN some localities, partly-grown chicks are attacked by gape worms and if not properly treated will succumb to these parasites. They lodge in the windpipe and must be extracted if the fowl is to recover. When one-fourth or one-half grown chicks mope about, lose flesh, and are colorless about the head, look first for lice, and if found reasonably free from lice, then look for



gape worms. If there are any, they will be found adhering to the walls of the windpipe. The most inexperienced poultryman will have no trouble in removing these worms by the use of the Gape-Worm Extractor, illustrated herewith.

Price, postpaid.....25c

Cyphers Pattern French Poultry Killing Knife

For Killing Chickens, Ducks, Geese or Turkeys

EVERY poultry raiser who kills and dresses for market either chickens, ducks, geese or turkeys, should own one of these knives. They are made of finely-tempered instrument steel, with nickel handle, and will last a lifetime. Whether you have half-a-dozen or several



hundred fowls to kill and dress for market, one of these knives will prove a highly satisfactory investment.

Price, postpaid.....50c

Cyphers Powder Guns

A Necessary Article in Every Poultry Yard. Made in Two Sizes



THESE Insect Powder Guns were originally designed to meet a demand for as large a gun as can be held in the hand. The bottom, or spout part, as may be seen in the picture, screws on or off, and makes a large opening for filling with powder. Just the thing for applying Cyphers Lice Powder. Made in two sizes. Thousands of them in use—a standard article.

Prices: Large Jumbo size, each 25c.; postpaid, 30c.

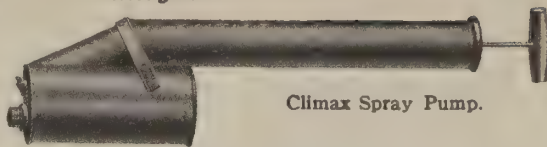
Small size, each 10c.; postpaid, 12c.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Climax Spray Pumps

A Popular-Price Sprayer for Poultrymen

GREAT advantage is derived by the use of these sprayers in exterminating potato bugs, tobacco, corn, tomato and currant worms, and all plant insects; also in killing lice in poultry houses. They are used extensively on horses, cattle and swine, and for spraying clothes, carpets, cigar wrappers, etc.; in fact, wherever a sprayer is needed. These sprayers are light, strong, compact and well made. Each is tested with an automatic spray pump before it leaves the factory. We



Climax Spray Pump.

recommend this pump for spraying Cyphers Lice Paint, Napcreol Disinfectant and Anti-Fly Pest. Weight, 1 1/4 lbs.

Prices: Each, tin, 50c.; express prepaid, 70c.

Success Spray Pump

For Whitewashing, Window Washing, Buggy Washing, Tree Spraying, Etc.

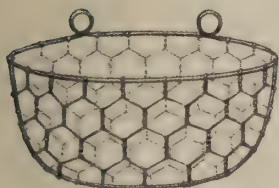
MANY poultrymen have become tired of whitewashing their poultry houses in the old way—with a brush—and are looking for an effective spraying pump, at low cost, that will do the work satisfactorily and with far less trouble. We offer such a pump in the *Portable Brass Spray Pump*, illustrated herewith. This pump is furnished with a Calla Nozzle, which may be graduated to give a solid stream or a coarse or fine spray. The Success has a brass cylinder and air chamber, hence will not corrode. It has a steel rod and is designed to set in a pail or vessel of water, with the foot rest outside. See illustration. Is also arranged to discharge a fine jet in bottom of bucket. This answers the same purpose as an agitator, keeps the whitewash or other mixture thoroughly mixed and is especially recommended for whitewashing, and for spraying trees, bushes, flowers, etc. Pump is furnished complete with a Calla Nozzle and foot rest. Weight, 23 pounds.

Price, Safely packed\$3.75



Wire Nests

Easy to Keep Clean, Vermin-Proof, Indestructible



THESE nests are strongly made from heavy japanned steel wire, 1 1/2-inch mesh, and will last a lifetime. They are intended to fasten to the wall with screws or screw hooks. There is no room on them for lodgment of lice or vermin of any kind; they are easy to keep clean and are far superior to wooden boxes. Weight, 1 doz., 4 lbs.

Prices, each15c

Per dozen\$1.50

Lice-Proof Perch Support

A Cyphers Company Invention. Thousands Now in Successful Use



THIS all-metal Roost Support was placed on the market by us to supply the demand for a support *sufficiently strong* to withstand the rough usage to which it is subjected, and is unequalled by any other similar device now in use by poultry raisers. Thousands of them have been sold by us and our agents and they have received the endorsement of many repeat orders.

CYPHERS LICE-PROOF PERCH SUPPORTS are manufactured of cast iron and with ordinary care will last a lifetime. They are cheap in price, easily put up and if once tried will always be used. They are attached to the wall with screws. The oil cup is covered with a cap to prevent an accumulation of dust. Fill each cup with Cyphers Lice Paint *or with ordinary kerosene*

oil. When the little cup contains the oil or lice paint, it is impossible for lice to pass from the walls of the building to the roosts or from the roosts to the building.

If you are troubled with lice in your poultry house it will pay you well to purchase a sufficient number of these Lice-Proof Perch Supports to equip your poultry house so that the fowls can rest in comfort.

Prices: Per pair, 30c.; postpaid, 65c.; per 1/2 dozen single hangers, 90c.; per dozen single hangers, \$1.75. (By freight or express.)

WEIGHTS: 1 pair, 3 pounds; per 1/2 dozen, 9 pounds; per dozen, 18 pounds.

"ABSOLUTELY FREE FROM LICE AND MITES"

Galesville, Wis., August 17, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

My poultry houses have been kept absolutely free from mites and lice by the use of Cyphers Lice Paint during the past two years. I keep the cups of the Cyphers Perch Supports to the drop-boards always filled with your Lice Paint and twice a month spray it moderately on the roosts and drop-boards. I have recommended the use of this Lice Paint to other breeders here and they are using it with perfect satisfaction.

F. M. SYMONDS.

"GIVE PERFECT SATISFACTION"

Norwalk, Ohio, June 4, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used your Poultry Supplies and in all cases have found them to give perfect satisfaction.

J. A. ROSCOE.

"ALL AND MORE THAN YOU CLAIM FOR THEM"

Troy, Pa., June 2, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

After using your Poultry Supplies will say that any one need not be doubtful as to the results, as they are all and more than you claim for them.

F. I. BRADFORD.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Mann's Green-Bone Cutters

Easiest to Fill, Easiest to Clean, Easiest to Turn—Warranted Against Breakage—Simplest in Construction—Never Get Out of Order

THE FEEDING OF RAW BONE AND MEAT produces more eggs when you want them most; makes eggs more fertile; insures more vigorous chicks; matures broilers quicker; makes fowls lay earlier; often stops egg eating and feather pulling by the flock and helps to insure the flock against roup and other ills.

WE HANDLE AND OFFER FOR SALE the Mann's Green-Bone Cutters because they are the standard make for this use and have been so for years. The Mann's Cutter cuts more rapidly than any other; its knives are in action all the time. The Mann's has a perfectly self-governing automatic feed. You do not have to use one hand for controlling the feed—a tiresome, tedious, awkward process. You drop the bone into the open cylinder, on one side or both sides of the partition, as you like, drop the follower in place, clasp on the feed handle, and you are ready for business, with both hands free to be used one at

a time for turning. The feed is both automatic and self-governing, a feature not successfully accomplished by any other bone cutter. All Mann's machines are equipped with an automatic governing spring feed, and all machines of No. 7 size or larger have a hinged cylinder which gives instant access to all working parts.

No. 5 C. This machine is exactly the same as the No. 5 B, with crank handle instead of a balance wheel. Weight, 35 lbs.

Price, Complete, \$6.00

No. 5 B. This machine is exactly

the same as the No. 5 B. M., except that it has not the iron stand. The capacity is the same. Weight, 60 lbs.

Price, Complete.....\$8.00

No. 5 B. M. Made on the same principle as the larger sizes, and equipped with a patented automatic spring feed handle. The cylinder is 6 inches in diameter and 4 inches deep. The cutter is mounted on a substantial iron stand which can be fastened to the floor. Weight, 80 lbs. Capacity, about ½ lb. per minute.

Price, Complete, with iron stand.. \$10.40

No. 7, Model, is equipped with automatic governing spring feed. Large, open-hinged cylinder, giving instant access to all working parts. Six special knives. Gear guard, anti-clog device. Heavy balance wheel, with

adjustable handle, besides all the best features of all old-style machines. Weight, 107 lbs. Cylinder, 7¼ inches in diameter, 5¼ inches deep. Capacity, ½ to 1 lb. per minute.

Price, Complete, \$12.00

No. 7 1-2, New Model, is a combination hand or power Bone Cutter. Adapted to run either way without changing any part. Meets the demand for a small power cutter. Cylinder same size as No. 7. Capacity, 50 to 100 lbs. per hour. Weight, 150 lbs.; diameter of the pulley, 11½ inches, 2¾ in. face. Speed of pulley, 300 revolutions per minute. Horse power required, ½ to 1.

Price, Complete.....\$16.00

No. 9, New Model, is intended for flocks of 500 to 1,000 hehs. This machine is similar to No. 7, but has a much greater capacity. Weight, 170 lbs. Cylinder, 9 inches in diameter, 6 inches deep.

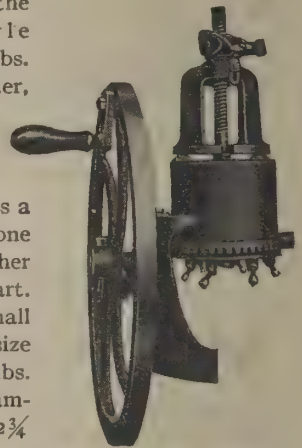
Price, Complete.....\$18.40

No. 11, New Model, is intended for large flocks when the machine must be run by hand a portion of the time. It is the same as No. 9 except it has power attachments. Horse power required, 1 to 1½. Weight, 215 lbs. Diameter of pulley, 15 inches, 3½-inch face; speed of pulley, 300 to 350 revolutions per minute. Cylinder same size as No. 9.

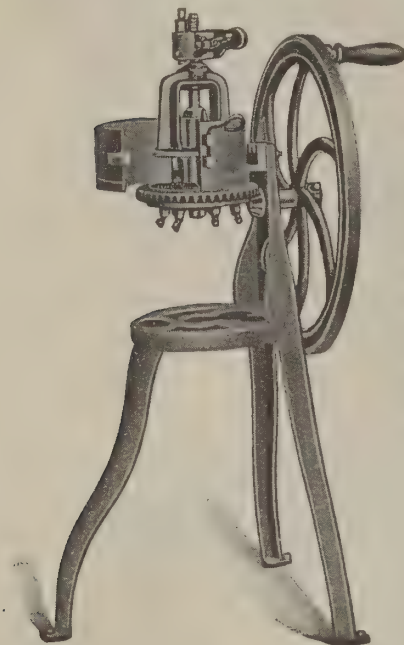
Price, Complete.....\$26.00

No. 12, Power Cutter. This machine costs but \$4.00 more than the semi-power, the No. 11, yet is heavier, stronger, better and more durable. It is strictly a power machine. It has all the new patented improvements; open cylinder, automatic governing feed, anti-clog device, ample space for large box to catch the product. In addition, this cutter has a grab clutch, an important and novel device by which it can be started and stopped instantly. Capacity, 120 to 150 lbs. per hour. Weight, 260 lbs. Diameter of pulley, 16 inches, 4-inch face; speed of pulley, 300 to 350 revolutions per minute; diameter of cylinder, 9 inches. Horse power required, 1 to 2.

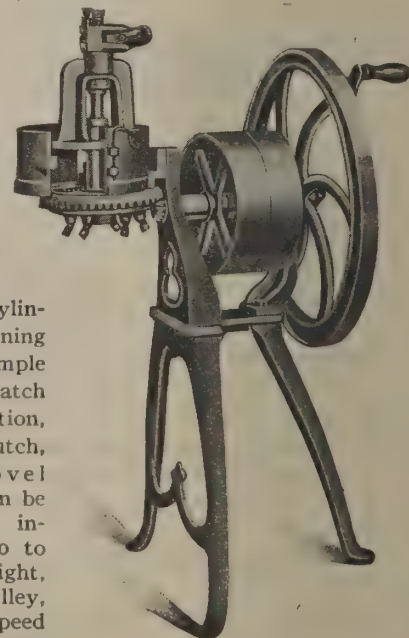
Price, Complete.....\$30.00



No. 5 B. Price \$8.00.



Mann's 1903 Model Cutter No. 7,
For Flocks of 100 to 200 Hens.
Price \$12.00.



No. 7½, 1903 Model.
Price \$16.00.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Mann's Clover Cutter

THIS is a standard machine in every respect. It is made entirely of iron and steel and cannot warp or shrink. This cutter was designed with the special object in view of making the knives simple to adjust and easy to sharpen. Cuts any kind of hay or clover, either dry or green; cuts it to lengths suitable for poultry, and does the work more rapidly than any other hand cutter of the same size on the market. Each revolution of the balance wheel produces twelve cuts, while other cutters produce only three to eight. Weight, without stand, 60 pounds; with stand, complete, 75 pounds.

Prices: Without stand (for use on bench or table).....\$ 8.00
With iron stand, all complete.....10.00

Banner Root Cutter No. 7

THE illustration shows Banner Root and Vegetable Cutter No. 7, a cutter made expressly for poultrymen. It quickly cuts the vegetables into long, round, ribbon-like slices that resemble a bunch of angle worms, which fowls readily eat up to the last morsel. This is a strictly high-class machine and at the low price will pay for itself in a short time by improving the health, vigor and productiveness of the fowls. Weight, 30 pounds.

Price: Complete.....\$5.00

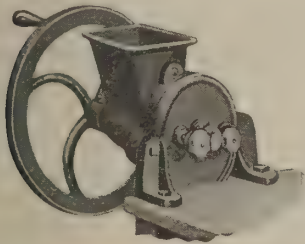


Root Cutter No. 28

TO meet the demand from large plants for a power root cutter we list **Root Cutter No. 28**. This cutter has eight steel knives—four corrugated and four plain. We offer it with a crank for hand power and with crank and pulley for hand or power. This machine cuts all roots and vegetables like beets, potatoes,

onions, apples, turnips, cabbage, etc., so fine that all stock can feed on them without danger of choking. Weight, without pulley, 140 pounds; with pulley, complete, 150 pounds.

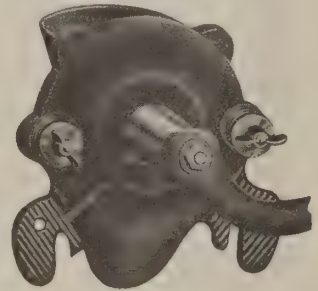
Prices: With crank (no pulley).....\$18.00
Complete with pulley and crank..... 20.00



Dry-Bone and Shell Mill

THIS is one of the handiest appliances in use by thrifty poultrymen. It is the best mill on the market for grinding dry bone, oyster or clam shells, coarse grains like corn, charcoal, etc. The low price at which it is sold places it within the reach of every poultry raiser. Diameter of hand wheel, 20 inches.

Prices: Without stand, weight, 33 lbs...\$5.00
With stand, weight, 64 lbs..... 7.00



Tennessee Grinding Mill

A LOW-PRICED and handy grinding mill used only for grinding or cracking grain. Just the machine for the poultryman with a small or moderate sized flock, or for farm and family use. It is readily taken apart for cleaning or oiling. Easily adjusted for fine or coarse grinding of wheat, corn or other dry grain or spices. All bearings are chilled; crank is of malleable iron. Grinding plates made of hardest and strongest metals. Weight, complete, 12 pounds.

Prices: Each.....\$2.00

Extra Grinders, per set..... 30c

"PERFECTLY SATISFACTORY"

Nashville, Tenn., October 27, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used most of your Poultry Supplies and have found them perfectly satisfactory. **FRANK LANGFORD.**

"SUPERIOR TO ANY OTHERS"

Oshkosh, Wis., July 6, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

In regard to using your manufactures I must say that I have in the past and shall continue in the future to use the Cyphers Standard Poultry Supplies. I consider them superior to any others and cheerfully recommend them to all poultry breeders. I have never heard a complaint of any kind against the Cyphers general poultry supplies. **WALTER E. HOLMES.**

"CAN HEARTILY RECOMMEND THEM"

Frenchtown, N. J., April 26, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

It gives me pleasure to speak favorably of your goods. I have used your Chick Food and Poultry Supplies and can heartily recommend them to the poultry public. **JAMES KUGLER, Jr.**

"FOR THE LAST TEN YEARS"

Morris Plains, N. J., April 12, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used your Poultry Supplies for the last ten years and have found them satisfactory in every way. **FRANK W. MAINS,**

President, American Ancona Club.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cico Roof Covering

Special Brand and Quality Made for Cyphers Company Customers

CICO IS OUR TRADE-NAME—a contraction of Cyphers Incubator Company—for a high-grade roofing manufactured for us in large quantities for use on poultry houses and other buildings; also on roosting coops, brood coops, outdoor brooders, etc.

CICO ROOFING is fire-resisting, water-proof, weather-proof and of a quality to resist extremes of heat and cold; *also the heaviest storms of rain, hail or snow.* The composition with which it is saturated will not run nor sweat out on hot days, nor crack during cold weather. It is water-proof throughout—not merely on the surface. Made from high-grade, long-fiber wool felt, *it will out-last, by several seasons,* the usual grades of roofing in general use. Its tough flexibility makes it easy to lay on any kind of roof. It is odorless and does not taint rain water, as a cheaply-constructed roofing will do. It is of an elastic nature, which admits the making of joints

around corners and chimneys without breakage or cracking, as do many cheap roofings on the market.

EACH ROLL is 32 inches wide and contains 216 square feet, being sufficient to cover two squares and to allow for two-inch lap. It is also put up in half-rolls containing 108 square feet, including two-inch lap. It is ready and easy to lay, and does not require an expert. Sufficient cement and nails come with each roll.



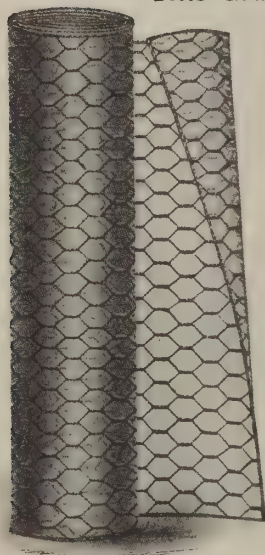
PRICES OF CICO ROOFING

½ PLY: 1 to 5 sq., per sq. \$1.50;	6 to 10 sq., per sq. \$1.45;	11 to 30 sq., per sq. \$1.40;	31 sq. and over, per sq. \$1.35
1 PLY: 1 to 5 sq., per sq. 1.90;	6 to 10 sq., per sq. 1.85;	11 to 30 sq., per sq. 1.80;	31 sq. and over, per sq. 1.75
2 PLY: 1 to 5 sq., per sq. 2.75;	6 to 10 sq., per sq. 2.60;	11 to 30 sq., per sq. 2.55;	31 sq. and over, per sq. 2.50
3 PLY: 1 to 5 sq., per sq. 3.25;	6 to 10 sq., per sq. 3.15;	11 to 30 sq., per sq. 3.00;	31 sq. and over, per sq. 2.90

Shipping weight per 2-square roll: ½ ply, 30 lbs.; 1 ply, 37 lbs.; 2 ply, 47 lbs.; 3 ply, 57 lbs. (By freight or express.)

Hexagon Poultry Netting

This Grade is Galvanized After Weaving and Meets the Requirements



THERE ARE SEVERAL MAKES of comparatively worthless poultry netting on the market—as many poultry keepers have learned to their sorrow. In line with our established policy, Cyphers Incubator Company handles a high-grade article at a popular price. We warrant each bale of Hexagon Poultry Fencing sold by us to be of full width, of full length, of standard mesh and to be as satisfactory in all respects as can be bought anywhere.

In comparing our prices with those of other dealers, please take into consideration the important fact that our No. 19 wire and No. 20 wire are both guaranteed *to be full*

gauge, to be galvanized after weaving and coated extra heavily with spelter, making it far more lasting than the cheaper grades.

We quote the 2-inch mesh fencing woven from No. 19 wire, and the 1-inch mesh fencing woven from No. 20 wire. Two-inch mesh fencing made from No. 20 wire is quoted by us at much lower prices than the prices at which we sell that woven from No. 19 wire, but we do not recommend fencing of larger mesh than 1-inch that is made from wire lighter than No. 19. Where 1-inch mesh is required No. 20 wire is sufficiently heavy. We do not sell less than full rolls. Carried in following sizes:—

ONE-INCH MESH—No. 20 wire: 12, 18, 24 and 36 inches in height.

TWO-INCH MESH—No. 19 wire: 24, 26, 48, 72 and 84 inches in height.

PRICES VARIABLE

Quotations on request. Write for circular giving lowest prices; for immediate acceptance.

Poultry Fence Staples

These staples are made from heavy galvanized steel wire, best suited for poultry fencing.

Poultry Fence Staples, Price per pound, 9c.

CYPHERS PRODUCTS GIVE ENTIRE SATISFACTION

Lexington, Ohio, April 23, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Have used your Poultry Foods, Disinfectants and Poultry Supplies. Never had a Cyphers product that did not give entire satisfaction. Hope next year to use more of your goods than ever before.

CLAUDE E. COE.

"RELIABLE AND UP-TO-DATE"

Greensburg, Ind., April 25, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have used some of your Poultry Supplies on our poultry farm and will say to any one needing supplies in your line that we can recommend them as being reliable and up-to-date.

HILLSDALE POULTRY FARM.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Red Rope Building Paper

A Standard Paper for Lining Houses, Coops, Etc.

DRAFTS ARE FATAL TO FOWLS that are quiet, especially at night. Ventilation is essential to fowl health, but it must not be in the form of drafts blowing directly upon them. Roofs of poultry houses should be air-tight as well as water-tight, and the closed outside walls should be draft-proof.

CYPHERS RED ROPE PAPER is recommended by us for this use. It is manufactured especially for us by a reliable manufacturer. This paper is woven, not coated, and is the same all the way through. It is water-tight, durable, strong, impervious to air and is not affected by heat or cold. For sheathing and siding we recommend it as the best paper we have ever used, or that has been brought to our attention. This paper comes in rolls of 100 and 500 square feet.

Prices: 100 square feet, per roll.....90c

500 square feet, per roll.....\$4.00

Neponset Papers

Prices

Neponset Red Rope Paper, 100 square feet to the roll.....\$1.00

Neponset Red Rope Paper, 500 square feet to the roll..... 5.00

Black Neponset Waterproof Building Paper, per roll, 250 square feet..... 1.00

Black Neponset Waterproof Building Paper, per roll, 500 square feet..... 1.75

Send for sample.

Tin Roofing Caps and Roofing Nails

These roofing caps are $\frac{3}{4}$ -inch in diameter, with a hole punched in the center of each to receive the nail. One pound of tin caps is required for each roll of roofing.

The wire nails are barbed, are $1\frac{1}{8}$ inches long, and should be used with the tin roofing caps for fastening roofing paper to the roof boards. One pound of nails is required for each roll of roofing.

Price, per pound: Roofing Caps.....7c

Wire Nails.....7c

"C. C." Waterproofed Sheeting

Improved Substitute for "Oiled Muslin"

POULTRYMEN have learned that it is a serious mistake to shut up fowls in tight, ill-ventilated houses. The open-front or canvas-front poultry house is now the rule with experienced, up-to-date poultry keepers, with the result that damp litter, frosty walls, colds, roup and generally-debilitated fowls, especially in winter time, are almost things of the past.

This new and better method of housing poultry gave rise to a demand for a suitable waterproof cloth for use on the fronts; also for covering window frames and extra doors. Oiled muslin was tried, but it rotted quickly, owing to the rapid oxidizing of the oil. What was wanted was a waterproof curtain material that would shut out the drafts and at the same time permit a gentle inflow of fresh pure air, to the great improvement of the health of the flocks and preserving the much-desired dryness in the house.

After long experimenting, Cyphers Incubator Company met this demand by offering its special brand of "C. C." Waterproofed Sheeting, which is more durable and far better in the essential features than oiled muslin; also much cheaper to the consumer than if he were to put up curtains of ordinary muslin and then try treating them himself.

Prices: "C. C." Brand Waterproofed Sheeting (40 inches wide). No order filled for less than ten yards. Less than 50 yards, per yard..20c In 50 to 90-yard lots, per yard..19c In 100-yard lots, per yard..18c

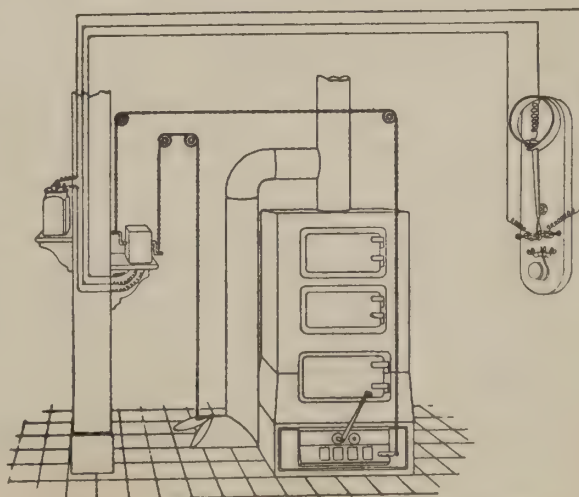
Cyphers Electric Regulator for Brooding Houses

WE have devoted much study to an electric regulator that would govern the temperature of a large room, and this electric regulator for brooding houses is the result. *No one should try to run a nursery brooding house without a trustworthy regulator.* The electric regulator illustrated herewith has been used by us on the Cyphers Company Poultry Farm and by numbers of our customers during several years, and can be relied upon to do the work. It will pay for itself many times over in fuel saved and the greater success insured in raising the chicks. *Remember that the health and growth of the chicks demand a uniform temperature.*

The Cyphers Electric Regulator consists of a thermometer, motor, battery, wire, chain, etc.

Price of Electric Regulator

Each, complete.....\$22.00

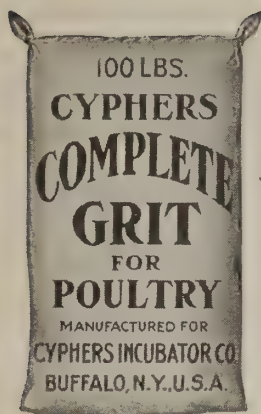


Showing Cyphers Electric Regulator in Use.

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

Cyphers Complete Grit

A First-Class Product in Extensive Use by Successful Poultrymen



IT IS AN ESTABLISHED FACT among poultrymen that, in order to make poultry raising a success, a first-class grit must be used. Ordinary water-washed, smooth pebbles are not "grit." *Soft, crushed limestone will not answer the purpose.* Good poultry grit must have a formation which enables it to retain its grinding qualities under the relaxation and contraction of the fowl's gizzard.

CYPHERS COMPLETE GRIT is as hard as flint,

and in addition to its grinding properties, it contains lime in soluble form. This is highly valuable, as lime is a necessity for making egg shells.

The value of commercial grits sold for fowls varies fully as much as do the value of poultry foods. There are good grits for this important purpose and there are poor kinds. *Some are soft and practically worthless.*

The price of Cyphers Complete Grit is low, quality considered. We depend for our profits on the large amount we sell and have made the price as low as grit of this quality can be sold for. We supply three sizes: No. 1 for brooder chicks, No. 2 for half-grown chicks, and No. 3 for hens, turkeys, ducks and geese. No. 1 is used by many large duck breeders with satisfactory results.

Prices

100-pound bag.....70c.
500-pound lots (in 100-lb. bags).... 65c per 100 lbs.
1000-pound lots (in 100-lb. bags).... 60c per 100 lbs.

Crushed Oyster Shells

An Egg-Shell Maker and Aid to Good Health in Poultry

WE purchase these goods in car lots, hence can offer them at the lowest rock-bottom prices. Every pound of Oyster Shells offered by us is dried by a patent, hot-air process, and not by direct fire, which burns out some of the most desirable qualities.

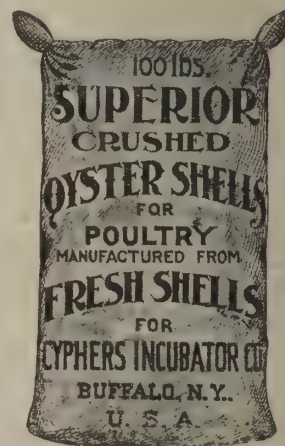
Our shells are crushed and ground to the size which expert poultrymen agree to be the best. If you have purchased other brands of Oyster Shells, you have noticed that there are 10 to 25 pounds of waste, consisting of dirt and dust, mixed in with every 100 pounds of shell. This means a loss to you. Every pound of shell we sell is all shell and no waste.

It is needless for us to enlarge upon the value of crushed Oyster Shells for poultry. Every poultryman realizes their importance as an egg-shell maker and general promoter of good health.

We can also furnish fine crushed oyster shells for pigeon keepers.

Prices

100-pound bag.....75c.
500-pound lots (in 100-lb. bags).....60c per 100 lbs.



REGISTRATION DEPARTMENT FOR POULTRYMEN

LOOKING FOR A POSITION? DO YOU NEED A POULTRYMAN?

In order to extend the usefulness of our Bureau of Information, we have established a Registration Department through which those seeking competent poultry farm managers or assistants and those open to engagement as such can be brought into communication. We furnish to any one asking for it a complete list of available applicants who have registered with us; they then open correspondence and arrange matters between themselves.

Applicants for positions need not go into details with us as to qualifications. State name and address, also the kind of a position you are competent to fill, you to agree to notify us as soon as you have accepted a position. We also ask employers to notify us whom they employ from those whose names we furnish them, so that we can drop these names from the list of available men.

No charge is made for this service. In time past we have missed many opportunities for bringing employers and competent men together, through inability to recollect names and locations—and for this reason we established the above department. Customers and friends are welcome to avail themselves of it. Address,

INFORMATION BUREAU, CYPHERS INCUBATOR COMPANY,
Buffalo, N. Y., U. S. A.

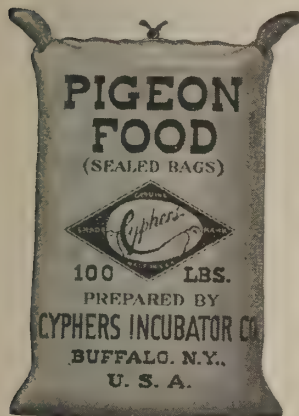


CYPHERS PIGEON SUPPLIES

*A Line of Standard Foods and Appliances that
Helps Make Pigeon-Keeping Easy and Profitable*



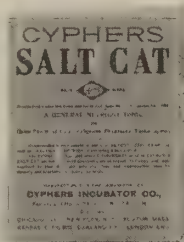
SO closely is Pigeon-Keeping allied with the poultry industry that several of the supplies used in the latter are adapted for the pigeon-keeper as well. In the preceding pages will be found a number of such articles. Among them we refer to Crushed Oyster Shells appearing on page 148 and to Leg Bands on page 141. The following are special pigeon supplies:—



CYPHERS PIGEON FOOD is a mixture of properly-seasoned grains specially selected for pigeons. In the compounding of a food for pigeons the proper selection of the various grains is of great importance. During the breeding season, when squabs are to be marketed, the importance of a correct food cannot be overestimated. *The health of the birds and the rapid growth and weight of the squabs are dependent on it.* We have combined in Cyphers Pigeon Food the best and most satisfactory mixture of the best grains obtainable for this purpose. It is used by hundreds of the large growers and fanciers in all parts of the country and is preferred by them to any combination they could make. *This food is manufactured by special machinery in our new \$125,000 Poultry Food and Alfalfa Mill—see page 98. We control and guarantee every ingredient.* Sold in sealed Bags under Cyphers Company Registered Trade-Mark.
FOR PRICES—See Page 106.

Salt Cat for Pigeons

THIS is a standard preparation possessing aromatic and tonic properties of such roots, herbs and seeds as gentian, anise, caraway, cummin and corriander; also bone, crushed oyster shells, granulated charcoal, crushed limestone, rock salt, sulphate of iron, etc. It aids digestion, invigorates the system and promotes good health. It is put up in brick form, which keeps the birds busy picking at it and prevents waste. Is manufactured in our complete Laboratory, and we therefore control and guarantee the value of every ingredient. See page 120.



Prices: Per brick.....15c Per doz.....\$1.50
If sent by mail, add 20c per brick for postage.

Foust's Health Grit

The one first-class grit available to the breeder of fancy pigeons. It possesses medicinal and strengthening properties which no other pigeon grit contains, and develops the highest physical vigor, purest blood, rugged health and extra endurance. The standard for many years.

Price: 100-lb. bag.....\$2.00

Cyphers Pigeon Perch



This is a Cyphers Company invention. It is a neat, strong perch that can be placed anywhere in the loft. Practically indestructible. Will remain rigid when the birds light on it. Will improve the appearance of any flock. Unequalled by any other perch on the market. Made in one size only.

Prices: Each....10c; postpaid....18c 12....\$1.00 100.....\$8.00

Wooden Pigeon Nests

Used by the great majority of pigeon fanciers. Made of wood with heavy bottom to prevent upsetting. Size, about 9 inches in diameter.

Prices: Each.....15c 2.....25c 6.....70c 12.....\$1.25 100.....\$9.00

Bands For Marking Pigeons

Seamless bands are made of aluminum; open bands are made of German silver. No more than four numbers or initials can be stamped on each band.

No. 1—For Homers and similar-sized breeds:

Prices: Each.....3c 12.....25c 100.....\$1.50

No. 2—For Muffled Leg Tumblers and similar-sized breeds:

Prices: Seamless, each..3c 12..30c 100..\$2.00 Open, each..3c 12..25c 100..\$1.50

No. 3—For Runts and similar-sized breeds:

Prices: Seamless, each..3c 12..35c 100..\$2.00 Open, each..3c 12..25c 100..\$1.50

SPECIAL—Be sure to read "Assorted Order" notice, see page 129.

CYPHERS POULTRY LIBRARY

SERIES OF EIGHT BOOKS DEVOTED TO ALL BRANCHES OF
PRACTICAL POULTRY RAISING FOR MARKET PURPOSES.
OTHER VALUABLE WORKS ON ALL POULTRY SUBJECTS
LIST OF BEST POULTRY PAPERS.

THE Library of Practical Poultry Books published by us is acknowledged by experienced poultry raisers and instructors in Poultry Culture to be the most complete compiled to date, devoted exclusively to the *successful production of poultry and eggs for market*. It is entitled "The Cyphers Service On Practical Poultry Keeping" and the name and contents of each book are given herewith.

These Books were compiled by well-known authorities on poultry subjects and are published for the *instruction and financial benefit* of our thousands of customers. They are not devoted to the sale of goods of our manufacture, but are meant to be authentic sources of *reliable information and advice* that will help the readers to greater success.

The titles of the books forming the Cyphers Series are as follows:

BOOK No. 1—PROFITABLE POULTRY KEEPING IN ALL BRANCHES.

BOOK No. 2—PROFITABLE CARE AND MANAGEMENT OF POULTRY.

BOOK No. 3—PROFITABLE POULTRY HOUSES AND APPLIANCES.

BOOK No. 4—PROFITABLE EGG FARMING.

BOOK No. 5—PROFITABLE MARKET POULTRY.

BOOK No. 6—CAPONS FOR PROFIT.

BOOK No. 7—POULTRY-PLANT CONSTRUCTION.

BOOK No. 8—PROFITABLE POULTRY FEEDING.

Book No. 1—"Profitable Poultry Keeping in All Branches"



Book No. 1.

This is a book for all persons who have become interested in the poultry business in a general way and wish to know something definite about it. The 12 chapters of the book take up the most popular and profitable branches of poultry keeping, tell the reader what is being accomplished by successful poultrymen and how it is being done. While many valuable articles on feeding, housing and care of fowls are given, the chief object of Book No. 1 is to help the reader decide which branch or branches of the poultry business is best suited to his locality, markets, resources and taste. The book contains valuable chapters on "The Housing and Yarding of Fowls"; "Profitable Egg Farming"; "The Production of Squab-Broilers, Broilers and Roasters"; "Combination Poultry Farming"; "Profitable Duck Growing"; "The Standard-Bred Poultry Business—What It Is, What It Amounts To, and Its Future"; a very complete chapter on "Starting in the Poultry Business", containing practical articles by well-known, successful poultrymen; a chapter on "Capons and Caponizing"; one on "Woman's Work with Poultry"; one on "The Employment of Artificial Means in the Production of Poultry on a Large Scale"; and one on "The Use of Incubators on the Farm and on the Village Acre."

This book is fully illustrated with numerous fine halftones (reproductions of photographs) and original pen drawings; 128 pages, size 7¾ x 10½ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 2—"Profitable Care and Management of Poultry"

This is one of the most thoroughly practical and up-to-date working text-books ever published. It takes the reader in hand after he has decided to embark in the poultry business, and proceeding on the assumption that he is a beginner, with little knowledge of the work before him, tells him what to do and how to do it. This book is full of valuable information from cover to cover. Its 10 chapters treat of the actual work, as follows: Chapter 1, "Location of Plant and Construction of Buildings." Chapter 2, "Breeding Stock; Foods and Feeding." This chapter tells how to select suitable breeding stock, how to build up a strain and establish a flock that will give lasting results, and about the proper size of the flocks. Very complete information is given concerning food for poultry, including what foods are for, the various kinds in common use and how to feed them. The dry feeding method is fully explained, giving the results of four years of dry feeding by an expert on this subject. Suitable rations for large and small flocks are given, with formulas of the most reliable of well-tested rations, including the moist mash method of feeding. Chapter 3 tells of "The Use and Abuse of Incubators," giving full information about buying and locating the incubator, with an article on "How to Operate a Modern Machine for Best Results." Directions are given for incubating hen eggs, duck eggs and goose eggs. Chapter 4, "The Care and Handling of Eggs," tells all about the uses of eggs, about

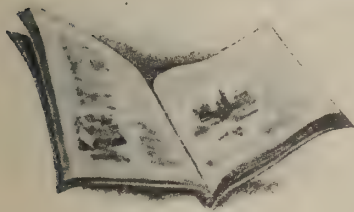


Book No. 2.

keeping and marketing eggs, preserving eggs and how to increase the egg yield. Chapter 5, "The Care of Brooder Chicks," gives common-sense advice on brooding chicks, including food, care and management "from the egg to eggs." Chapter 6, "The Care of Growing Stock," gives rations for growing chicks, broilers, roasters and stock birds. Chapter 7, "Marketing Guaranteed Fresh Eggs," tells how to build up an egg trade. Chapter 8, "Killing, Dressing and Marketing," gives complete instructions on this important subject. Chapter 9, "The Prevention of Disease," tells how to have and keep fowls healthy. Chapter 10, "Common Poultry Diseases and Their Treatment," is a brief treatise on poultry diseases, insects affecting poultry, and the worm parasites, giving simple and effective remedies for these ailments.

This book is fully illustrated with halftones and pen drawings; 128 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 3—"Profitable Poultry Houses and Appliances"



Book No. 3.

This is a practical handbook, devoted to the description of many styles of practical poultry buildings, and numerous handy, labor-saving, time-saving appliances and fixtures. It contains plans for 60 poultry buildings, including single poultry

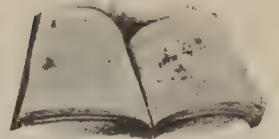
houses, colony houses, closed houses, open-front scratching-shed houses, scratching-room houses, brooder-houses, incubator houses or cellars, laying houses for ducks, etc., with full plans and specifications. The introduction treats on "Locating the Poultry House," "Selecting Materials to be Used in the Poultry House" and practical hints on building. The pages following contain nine chapters, namely: Chapter 1, "Scratching-Shed Houses," containing plans and specifications of a number of the most up-to-date buildings of this type. Chapter 2, "Scratching-Room or Combination Poultry Houses," giving plans for five different styles of houses of this kind. Chapter 3, "Closed and Continuous Poultry Houses," including a house for laying hens, a house for Asiatics, a plaster poultry house and other good buildings. Chapter 4, "Curtain-Front Poultry Houses." Chapter 5, "Miscellaneous Poultry Buildings," including modern houses in sufficient variety to meet all conditions, with suitable buildings for hot and cold climates. Chapter 6, "Colony Houses." Chapter 7, "Duck Houses," with complete plan for a modern duck plant. Chapter 8, "Incubator and Brooder Houses," including brooder houses with the pipe system, a house for sectional brooders and a house for individual brooders, with a special article on brooder-house heaters, and specifications for heaters and piping for pipe brooding systems. Chapter 9, entitled "Poultry-Plant Appliances," tells about many labor-saving appliances, practical chicken coops, shelters, roosting coops, brood coops, trap nests, poultry fencing, fattening crates, a box-trap cat catcher, etc.

This book is fully illustrated with numerous halftones and special pen drawings; 128 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 4—"Profitable Egg Farming"

A most valuable and helpful book, devoted exclusively, as its title indicates, to this highly important branch of profitable poultry keeping, all parts of the subject being exhaustively treated. Its introduction gives "The Use of Eggs," "The Place of Eggs in the Diet,"

"Description and Composition of Eggs" and a discussion of the physiology of the egg. Additional to this there are nine chapters, as follows: Chapter 1, "The Natural Habits of the Hen and What Domestication has Done;



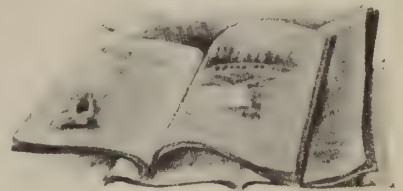
Book No. 4.

Including the Early History of Domestic Fowls; Their Origin and Gradual Development; Some of the Results already Attained and the Probabilities of the Future." Chapter 2, "Thorough-bred or Bred to a Purpose; The Leading Practical Breeds," in which the best breeds for egg production are described and illustrated. Chapter 3, "Pedigree Breeding for Egg Production; Building Up and Maintaining an Egg Laying Strain; Practical Uses of Trap Nests." Chapter 4, "Pullets for Layers, Year-Old Hens for Breeders; Winter Eggs Pay the Best Profit." Chapter 5, "Practical Egg Farms; Houses and Yards; Continuous Houses with Yards; Colony Poultry Houses." Many successful poultry plants are illustrated and described. Chapter 6, "Foods and Feeding; Best Rations for Egg Production; Some Tested Egg Rations." Chapter 7, "Collection and Care of Eggs; Catering to the Market; Guaranteed Strictly Fresh Eggs." Chapter 8, "Combination Egg-Farming; Combining Eggs and Poultry; Eggs and Fruit Growing; Eggs and Bee Keeping; Profitable Combination Crops." Chapter 9, "Selling Stock for Breeding Purposes and Eggs for Hatching; When and How to Advertise; Poultry Farm Bookkeeping."

Fully illustrated with halftones and pen drawings; 128 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover. Price, postpaid to any address, 50 cents.

Book No. 5—"Profitable Market Poultry"

This book aims to tell all about this important branch of poultry work, including the production of squab-broilers, broilers, roasters, turkeys, ducks and geese for market. The introduction contains important suggestions for bettering the quality of market poultry. There are 11 chapters, as follows: Chapter 1, "Market Poultry; Leading Varieties." Chapter 2, "Locating the Market Plant and Location of Buildings." Chapter 3, "Profitable Broiler Raising." Chapter 4, "Winter Chickens or Roasters," including the production of expertly-produced "South Shore" chickens, which are in great demand in the Boston market. Chapter 5, "Poultry Fattening," containing a detailed description of the methods employed, with directions for feeding. Crate fattening as practiced in Canada is described at length and instructions are given for the use of the cramming machine. Chapter 6, "Killing, Dressing and Marketing," with complete instructions on this important part of the work, including



Books Nos. 5 and 6.

"Best Methods of Dry Picking and Packing Poultry for Shipment." Chapter 7, "Combination Poultry Farming," including "Poultry and Eggs"; "Poultry and Fruit"; "Poultry and Bees." Chapter 8, "Money in Ducks." Tells all about growing ducks for market, with instructions for laying-out and building a modern duck plant. Chapter 9, "Geese for Profit"; "Best Breeds for Business"; "How Quality Counts"; "When and What to Buy." Chapter 10, "Profitable Turkey Raising." Chapter 11, "Guinea Fowls for Profit."

This book is fully illustrated with original halftones and pen drawings; 128 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

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Book No. 6—"Capon for Profit," by T. Greiner

This book is a revised edition of "Capon for Profit," being rewritten and brought down to date especially for this series. It is essentially a book for the beginner, and though from the pen of an expert in the art of caponizing it is treated from a beginner's standpoint. "Capon for Profit" is, we believe, the only text-book on capons and caponizing which treats the whole subject so that this profitable field of poultry work becomes as plain and easy to learn as the alphabet. This book contains 12 chapters, as follows: Chapter 1, "What a Capon is and What He is Good For." Chapter 2, "Something About the Capon Maker; The Man in the Case; Who is Fit to Operate and Who is Not." Chapter 3, "The Victims and the Tables—Best Birds and Best Breeds for the Beginner; Simple Operating Tables." Chapter 4, "Tools and Other Requisites; What Implements are Best Suited for the Beginner," with complete illustrations of the caponizing instruments recommended. Chapter 5, "The Operation—When and How Best to Perform It," with illustrations showing the bird ready for operation and diagram showing where to cut and how to hold the knife. Chapter 6, "The After Treatment; How to Hasten the Healing Process." Chapter 7, "Feeding for Market—How to Obtain the Best Results at Least Cost." Chapter 8, "How to Kill, Dress and Pack Capons." Chapter 9, "Some Odds and Ends; Hatching and Hatchers; Brooding and Brooders," with an article on "Artificial Incubating and Brooding," by the Editor. Chapter 10, "Diseases and Insects Affecting Capons; Prevention Preferable to Cure." Chapter 11, "There is Profit in Capons—Improved Quality in Demand; Some of the Advantages of Caponizing." Chapter 12, "More about Capons and Caponizing Tools."



Book No. 7.

This book is fully illustrated with halftones and pen drawings; 64 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

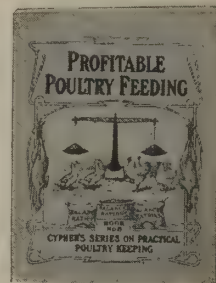
Book No. 7—"Poultry-Plant Construction"

This book contains full-page drawings in detail of practical poultry buildings

needed in the operation of an up-to-date poultry plant, together with specifications in detail, and so far as possible an estimate of cost based on average prices of material. Among these plans will be found incubator houses, brooder houses for chicks or ducklings, scratch-shed laying houses, closed laying houses, colony houses, etc., etc.; also for piping of brooder houses, hovers of chicks, electric regulator. The plans are so clear that they will not permit of mistake, and anybody who is handy with tools can erect the buildings according to schedule. Size of book, $12\frac{1}{4} \times 9\frac{1}{4}$ inches. Price, postpaid to any address, \$1.00.

Book No. 8—"Profitable Poultry Feeding"

This book covers the subject of feeding poultry from beginning to end. The profitable feeding of newly-hatched chicks, growing chicks, broilers, roasters, ducks, geese, etc., etc., is taken up separately, giving the reader the benefit of years of experience of the authors, as well as that of some of the most successful poultrymen in the country—experts in the business. It treats upon the subject of balanced rations, and instructs the poultryman how to feed successfully for egg production, market poultry, etc. Fully illustrated by halftones and pen drawings; size, $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover. Price, postpaid to any address, 25 cents.



Book No. 8.

SPECIAL OFFER—While we consider these books cheap at the prices asked for them, we shall be pleased to mail, postpaid to any address, any five of the above books, not including "Poultry-Plant Construction," for \$2.00, when ordered at one time; any three of the books, not including "Poultry-Plant Construction," will be sent, postpaid to one address, for \$1.25; all eight books, postpaid for \$3.75, including "Poultry-Plant Construction." Add 50 cents to the first two prices in this offer and "Poultry-Plant Construction" may be substituted for any one of the other books.

Other Standard Poultry Books Sold By Us

THE FOLLOWING POULTRY BOOKS are believed by us to be the best on the market, treating on the respective subjects and we therefore recommend them to our customers:

American Standard of Perfection.—1910 Color-plate Edition, profusely illustrated. The only authorized guide for producing standard-bred or exhibition fowls. Copyrighted by the American Poultry Association. It is the book that poultry judges use at the poultry shows and that expert poultry raisers use in selecting and mating their breeding stock. It contains names and descriptions of every standard variety of chickens, turkeys, ducks and geese. 320 pages, 160 illustrations; durable cloth binding. Price, postpaid, \$1.50 per copy.

The Asiatics:—Brahmas, Cochins, Langshans.—96 pages and cover, 10 x 12 inches in size. Profusely illustrated, including two full page color plates from oil paintings by Franklane L. Sewell; also full page charts showing Standard shape and markings of Light Brahmas, Dark Brahmas, etc. Contributors include such well known authorities as A. F. Hunter, F. J. Marshall, W. S. Russell, Sharp Butterfield, Theo. Hewes, D. T. Heimlich, H. N. Rollins, D. J. Lambert, F. H. Schellabarger, T. F. McGrew, G. W. Cromack, I. K. Felch, George Purdue, Charles A. Ballou, J. D. Nevius, A. W. Bell, O. E. Skinner, Geo. W. Mitchell, C. H. Rhodes, John Hettich, L. A. Cline, L. E. Meyer, Jesse T. Bateman, F. L. Sewell, and others. Price, postpaid, \$.50.

Philosophy of Judging Fowls, by Felch, Babcock & Lee.—An illustrated companion to the Standard, by which the amateur is assisted to select the best birds for exhibition or breeding. It is a manual upon the scoring of exhibition fowls, intended to meet the wants of the breeder and exhibitor as well as the professional judge; 275 pages, cloth binding; price, postpaid, \$1.00 per copy.

200 Eggs a Year per Hen; How to Get Them, by Edgar L. Warren.—A practical treatise on egg making and the profits in poultry. It is a thoroughly practical book on how to breed and feed fowls for prolific egg production; the best varieties for the purpose; individual record keeping; best size for flock; how to introduce new blood; the law of sex; how to get fertile eggs, etc., etc. Price, postpaid, \$.50.

Orpingtons:—Black, Buff and White.—Compiled and edited by J. H. Drevenstedt. Just off the presses, December 4, 1910. 96 pages and cover, 9 x 10 inches in size. Fully illustrated by Franklane L. Sewell, A. O. Schilling, I. W. Burgess and others. A complete and authoritative text book and instructive treatise giving the origin of the different varieties of this world-wide popular breed, including how to mate for best results and win in the show room. Chapter 1, Orpington origin; Chapter 2, Orpington type; Chapter 3, Black Orpingtons; Chapter 4, Buff Orpingtons; Chapter 5, White Orpingtons; Chapter 6, Non-standard varieties; Chapter 7, Orpingtons as exhibition fowls; Chapter 8, what breeders say; Chapter 9, Orpingtons as utility fowl. Price, postpaid, \$.75.

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Progressive Poultry Culture, by Arthur A. Brigham, Professor of Poultry Husbandry. 290 pages and cover 5 x 8 inches in size, cloth bound, gilt lettered, illustrated. A text book of study and practice in the keeping of poultry for profit and pleasure. Written by a student of poultry culture of many years experience and a well-known authority on the subject. Used as a text book in fifteen to twenty of the leading Agricultural Colleges of the United States and Canada for reliable poultry instruction. Price, postpaid, \$1.50.

Reliable Poultry Remedies:—A revised and enlarged edition, 94 pages and cover, 6 x 8½ inches in size. Chapter 1, Requisites for Health; Chapter 2, Head, Throat and Lung Diseases; Chapter 3, Roup, Symptoms, Causes and Treatment; Chapter 4, Diseases of the Lungs; Chapter 5, Gapes, Means of Prevention; Chapter 6, Injuries and Diseases of the Comb; Chapter 7, Diseases of Crop and Intestines, Diarrhea, Cholera, etc.; Chapter 8, Bowel Trouble in Small Chicks; Chapter 9, Diseases of the Liver; Chapter 10, The Abdomen; Diseases of the Egg Organs; Chapter 11, Legs and Feet, Their Diseases; Chapter 12, The Skin, Its Diseases; Chapter 13, Poultry Parasites; Chapter 14, Objectionable Habits. Principal contributors, Drs. P. T. Woods and N. S. Sanborn. Price, postpaid, \$.25.

Plymouth Rocks:—Barred, White and Buff.—1910 Edition, Wm. C. Denny, Editor; 160 pages and cover 9 x 12 inches in size. Profusely illustrated, including three color plate inserts from oil paintings by Franklane L. Sewell. A book worthy of America's greatest addition to the world's races of domestic poultry. Illustrated by the world's best artists—Sewell, Schilling and Burgess. Contributed to by the foremost successful Plymouth Rock breeders of the United States and Canada. Leading chapters include: Origin and early history of Plymouth Rocks; characteristics of Plymouth Rocks; Plymouth Rock shape; Plymouth Rock color; 1910 Standard changes; non-standard varieties of Plymouth Rocks, etc. Among the contributors are E. B. Thompson, Victor Bradley, A. C. Hawkins, C. H. Latham, E. L. Miles, F. W. Richardson, D. F. Palmer, Maurice F. DeLano, C. H. Welles, U. R. Fishel, F. H. Davey, A. R. Early, C. H. Ward, L. H. Wible and many others. Price, postpaid, \$1.00.

Wyandottes:—Silver, Golden, White, Black, Buff, Part-ridge, Silver Penciled and Columbian.—1910 edition, 160 pages and cover, 10 x 12 inches, profusely illustrated, including three full page color plates from oil paintings by Franklane L. Sewell. Edited by J. H. Drevenstedt, America's foremost authority on the Wyandotte breed. Gives history of Wyandotte origin; history of standard-bred Wyandottes; important changes in Wyandotte type. Tells how to mate, condition and exhibit Wyandottes. Treats on Wyandottes as market fowls. Tells how to judge Wyandottes. Illustrates and describes non-standard varieties of Wyandottes. Explains all Wyandotte changes in 1910 edition of American Standard of Perfection and contains valuable articles by J. C. Jodrey, Arthur G. Duston, Henry Steinmesch, J. F. Van Alstyne, Ira C. Keller, John S. Martin, Maurice F. DeLano, E. O. Theim, A. C. Hawkins, Charles D. Cleveland, August D. Arnold and many others. Most valuable book on Wyandottes ever published. Price, postpaid, \$1.00.

Leghorns:—White, Brown, Buff, Black and Duck Wing.—74 pages and cover, 10 x 12 inches in size. Profusely illustrated, containing color plate by Artist Sewell, full page charts of ideal specimens, also numerous feather plates, etc. Charts show Standard Leghorn shapes and correct markings with detailed instructions for mating, judging, etc. Contributors include W. W. Kulp, Wm. F. Brace, Geo. H. Burgott, Wm. Ellery Bright, Geo. O. Brown, C. F. Hull, Theo. Hewes, F. H. Shellabarger, T. F. McGrew, Mrs. Robt. Waldron, Arthur C. Smith, H. J. Blanchard, Sharp Butterfield, the late Ezra Cornell and others. Price, postpaid, \$.50.

Rhode Island Reds:—Both Varieties; Compiled and edited by D. E. Hale. Just off the presses—December, 1910; 96 pages and cover, 10 x 12 inches in size. Profusely illustrated, including full page color chart, showing feathers of male and female Rhode Island Reds in natural colors. Illustrations are by A. O. Schilling, Franklane L. Sewell and others. Tells how to mate, exhibit and judge. Gives origin and standard history of the breed. Covers utility values and describes all Standard requirements. Contributed to by the foremost successful Rhode Island Red breeders of the United States, both east and west. Price, postpaid, \$.75.

The Bantams:—Contains 68 pages and cover, 10 x 12 inches in size. Treats of all popular varieties. Edited by T. F. McGrew. Describes and illustrates different varieties, males and females. Tells how to house, care for and feed for best results. Describes best matings, illustrates shape and markings, treats of diseases, symptoms, cure, etc. Price, postpaid, \$.50.

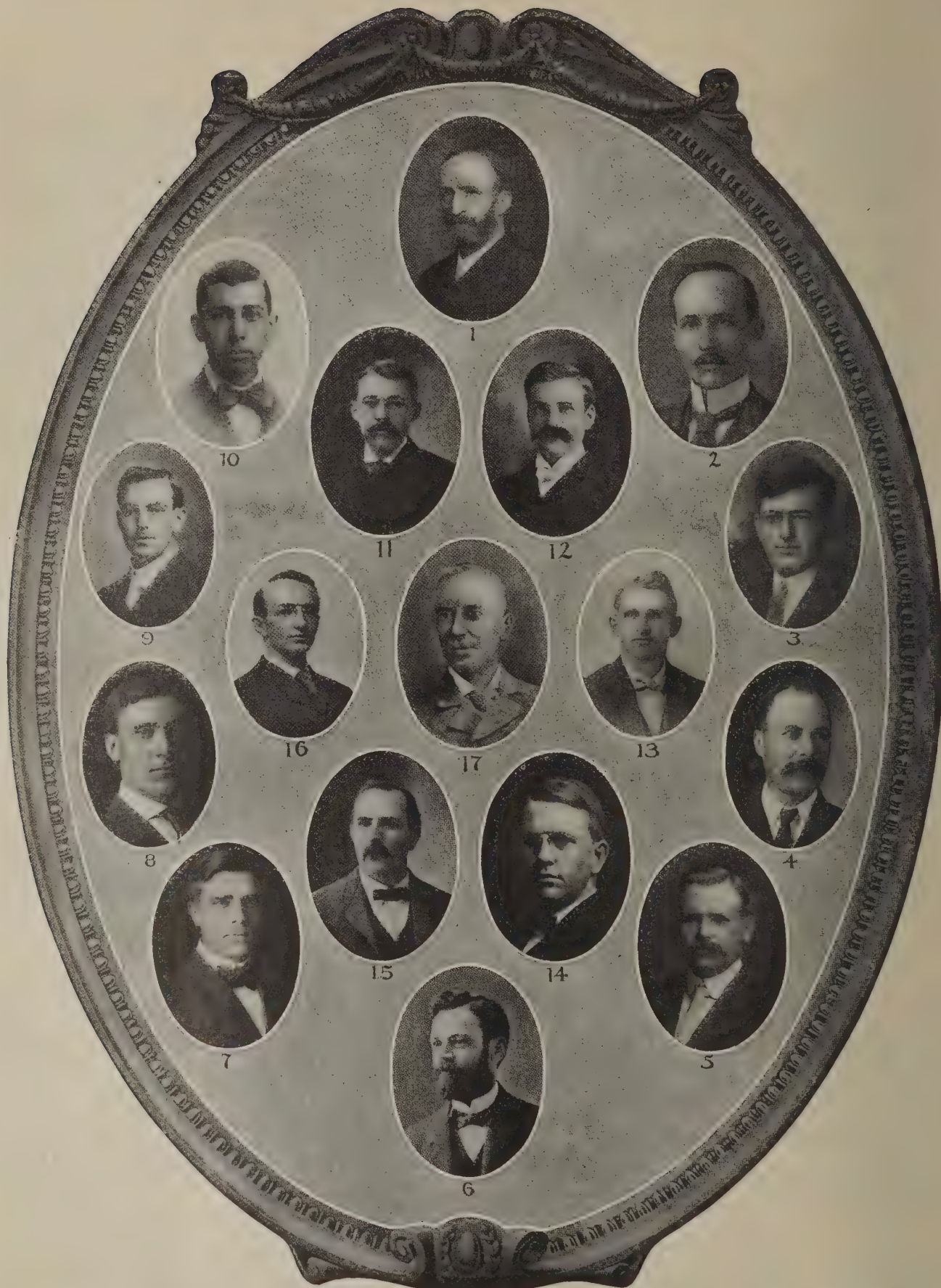
Turkeys:—Their Care and Management.—1909 edition, 96 pages and cover, 9 x 12 inches in size. Contributed to by leading authorities on successful turkey raising for show room and market, including Charles McClave, D. E. Hale, Franklane L. Sewell, S. B. Johnston, Mrs. M. L. Singleton, James E. Lord, E. M. and W. Ferguson, W. J. Bell, Ralph S. Mosely, J. F. Crangle, B. F. Ulrey, B. F. Hislop, J. T. Thompson, Mrs. J. M. Randolph, Mrs. Bettie Glover Mackey, Mrs. H. R. Schlottzauer, E. F. Pullin, Mrs. Charles Jones, Mrs. Nellie Bullock, John R. Garbee, J. A. Leland, C. C. Herron, Robt. Lee Blanton, S. T. Jones, Fred Haxton, H. A. Nourse and others. Covers all branches of successful turkey growing, including Bronze and White Holland Turkeys. Treats of symptoms and cure of diseases of turkeys. Price, postpaid, \$.75.

Ducks and Geese:—New 1910 edition, 104 pages and cover, 9 x 12 inches in size. Covers the subject exhaustively. Profusely illustrated. Chapter 1, Origin of the duck; Chapter 2, Pekin Ducks for market; Chapter 3, The Long Island Duck Industry; Chapter 4, The Pennsylvania Duck Industry; Chapter 5, Shipping to market; Chapter 6, Duck rearing abroad; Chapter 7, Domesticated Geese; Chapter 8, Goose growing for the farmer; Chapter 9, Profitable goose growing for market; Chapter 10, Artificial pond for water fowl. Persons interested in the breeding of water fowls, or in the production of ducks and geese for market, will find in this book the information sought. Price, postpaid, \$.75.

SUBSCRIBE FOR ONE OF THESE LEADING POULTRY PAPERS

We shall be pleased to receive subscriptions for any of the following named papers at prices that make it worth while for you to write us.
On any two papers sent for at one time deduct 10 per cent.; on any three, 15 per cent.; on any four, 20 per cent.
For subscriptions to be addressed to the city where paper is published, send 25 cents extra for additional postage.
For foreign subscriptions, including Canada, remit double the amount of domestic price, to cover foreign postage.

	Number of Pages	Size of Page	Price per Year		Number of Pages	Size of Page	Price per Year
American Poultry Advocate, Syracuse, N. Y.	44 to 84	9 x 12	\$.50	Poultry, Peotone, Ill.	32 to 40	10½ x 14½	\$1.00
American Poultry Journal, Chicago, Ill.	48 to 172	9 x 12	.50	Poultry Culture, Topeka, Kan.	32 to 52	9 x 12	.50
American Poultry World, Buffalo, N. Y.	76 to 144	9 x 12	.50	Poultry Herald, St. Paul, Minn.	36 to 60	9 x 12	.50
American Poultryman, Lincoln, Neb.	32 to 64	9 x 12	.50	Poultry Husbandry, Waterville, N. Y.	16 to 32	9 x 13	.50
Canadian Poultry Review, Toronto, Ont.	48 to 72	9 x 12	.65	Poultry Item, Sellersville, Pa.	48 to 160	8 x 12	.50
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Ideal Poultry Journal, New Orleans, La.	24 to 36	7 x 10	.50	Poultry Tribune, Mount Morris, Ill.	40 to 100	9 x 12	.50
Industrious Hen, The, Knoxville, Tenn.	40 to 80	8 x 11½	.50	Poultry Success, Springfield, O.	76 to 156	9 x 12	.50
Inland Poultry Journal, Indianapolis, Ind.	48 to 100	8 x 11½	.50	Poultry Fancier, Chicago, Ill.	24 to 48	8½ x 11½	.25
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Northwest Poultry Journal, Salem, Ore.	44 to 64	9 x 12	.50	Southern Fancier, Atlanta, Ga.	44 to 60	8 x 12	.50
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				Useful Poultry Journal, Columbia, Mo.	32 to 40	9 x 12	.50
				Western Poultry Journal, Cedar Rapids, Ia.	32 to 96	9 x 12	.50
				Western Poultry World, Denver, Colo.	32 to 40	8½ x 12	.50



INSTRUCTORS IN POULTRY CULTURE AT LEADING AMERICAN AND CANADIAN AGRICULTURAL COLLEGES AND EXPERIMENT STATIONS

1—Wm. P. Brooks, Hatch Experiment Station, Amherst, Mass. 2—Horace Atwood, West Virginia Experiment Station, Morgantown, W. Va. 3—F. H. Stoneburn, Connecticut Agricultural College, Storrs, Conn. 4—F. B. Linfield, Montana Experiment Station, Bozeman, Mont. 5—J. S. Jeffrey, Agricultural Experiment Station, West Raleigh, N. C. 6—D. J. Lambert, Rhode Island Agricultural College, Kingston, R. I. 7—Roy H. Waite, Maryland Agricultural Experiment Station, College Park, Md. 8—H. L. Kempster, Michigan Agricultural College, East Lansing, Mich. 9—Jas. G. Halpin, Agricultural Experiment Station, Madison, Wis. 10—F. S. Jacoby, Kansas Agricultural Experiment Station, Manhattan, Kansas. 11—W. R. Graham, Ontario Agricultural College, Guelph, Ont. 12—James E. Rice, New York State Agricultural College, Cornell College, Ithaca, N. Y. 13—W. E. Vaplon, Colorado State Agricultural College, Fort Collins, Colo. 14—Wm. A. Lippincott, Iowa State College, Ames, Iowa. 15—A. W. Foley, Department of Agriculture, Edmonton, Canada. 16—H. C. Pierce, Iowa State College, Ames, Iowa. 17—A. G. Gilbert, Central Experimental Farm, Ottawa Ont., Can.



GOVERNMENT POULTRY WORK



SOME IDEA OF WHAT THE UNITED STATES AND CANADIAN GOVERNMENTS (GENERAL, STATE AND PROVINCIAL) ARE NOW DOING IN BEHALF OF POULTRY RAISING FOR PROFIT

THE UNITED STATES GOVERNMENT is conducting an Experimental Poultry Plant at Washington, D. C., under the management of Rob. R. Slocum, assisted by C. L. Opperman. This plant is not on a large scale, but has been in operation about four years and is being enlarged each season.

Cyphers Incubators and Brooders are in use on the U. S. Government Poultry Plant—and have been for three years. We first sold the Department of Agriculture one Incubator and one Brooder for the Poultry Department; then a year or two later we were favored with a second order. The U. S. Department of Agriculture does not furnish reports for publication.

As stated in the introduction to this catalogue, the United States Government now issues bulletins from time to time containing information on poultry subjects, but thus far these bulletins have been in the nature of compilations rather than reports of experimental work done by the Government itself. No doubt still more valuable bulletins will be published after the poultry plant of the National Government becomes fully established.

More than twenty States of the Union are now conducting poultry work on experimental lines, and a majority of this number now teach regular courses in poultry husbandry, several of them giving two annual courses, a short three-weeks' demonstration course and a twelve-weeks' text book and demonstration course.

In the Eastern States, New York, Rhode Island and Connecticut have taken the lead in this work, with Maine, Massachusetts, West Virginia, North Carolina and Maryland well to the front, while in the West, Missouri has taken the premier position, with Utah, Oregon, Montana, Minnesota, Michigan, Indiana, Iowa, Illinois, Kansas, Colorado, California and several other States making good progress.

One of the last official acts of Charles E. Hughes as Governor of New York State (now a member of the United States Supreme Court) was to sign a bill enacted by the General Assembly appropriating the sum of \$90,000.00 to be used in the erection of a Poultry Instruction Building at Ithaca, N. Y., as part of the State College of Agriculture. The Trustees of the College had previously set aside fifty acres of choice land for this building and the poultry parks.

A dozen or more States have made annual appropriations for the benefit of poultry raisers, but it remained for the Missouri Legislature to take the lead in 1908-1909 by creating a State Poultry Board and making an annual appropriation of \$10,000 to be expended by the Board in promoting the Poultry Industry of the State. And when we consider the figures that represent the immense annual production of poultry and eggs in Missouri, it is easy to understand such action.

Under date of November 8, 1910, T. E. Quisenberry, Secretary of the State Poultry Board of Missouri, wrote us as follows:—

"I do not think there is any question but that Missouri now ranks first in the production of market poultry and eggs. I think the Secretary of Agriculture at Washington, D. C., has recently admitted this on two or three occasions.

"Statistics just issued by our State Labor Bureau show that nearly \$46,000,000 worth of poultry products were marketed in this State last year. The eggs were figured at fifteen cents a dozen and the poultry at ten cents a pound. The live and dressed poultry amounted to about \$23,000,000, the eggs something over \$22,000,000.

"These figures are not guess work, but are compiled each year by the State at large cost, the same Bureau furnishing the figures for all other products as well as poultry.

"Our surplus of poultry products now amount to about three times that of the dairy, eleven times that of fruit, and exceeds either our surplus of corn or wheat, and amounts to five or six million dollars more than our combined surplus of farm crops.

"Missouri is a great mining State, and we have some of the largest lead and zinc mines in the world, yet our surplus poultry products for the last fiscal year amounted to ten million dollars more than our surplus from the mines and quarries."

THE DOMINION OF CANADA for years past has appropriated public money to aid the development of the poultry industry, and a number of the Provinces now have important poultry plants in connection with their Agricultural Colleges and Experiment Stations. We should judge that Canada is keeping fully abreast of the times, as compared with the Mother Country, also with the United States. At Guelph, Ontario, is held each winter one of the largest and best Standard-bred and utility poultry shows conducted either in the new or old world.

For a correct idea of the intelligence and character of the men who, as professors of Poultry Husbandry at American and Canadian Agricultural Colleges and as poultry managers at State and Provincial Experiment Stations, are now devoting their lives to Poultry Culture, see group of recent photographs on opposite page.



ROB. R. SLOCUM.
In Charge of U. S. Government Poultry Plant,
Washington, D. C.

J. E. RICE, Professor of Poultry Husbandry
 C. A. ROGERS, Assistant Professor in Poultry Husbandry
 R. C. LAWRY, Assistant in Poultry Husbandry
 CLARA NIXON, Assistant in Poultry Husbandry

W. G. KRUM, Superintendent of the Poultry Plant
 H. SCHULL, Assistant in Poultry Husbandry
 H. BACHELLER, Assistant in Poultry Husbandry
 W. S. LYON, Assistant in Poultry Husbandry

New York State College of Agriculture

AT CORNELL UNIVERSITY
 ITHACA, N. Y.

L. H. BAILEY, Director

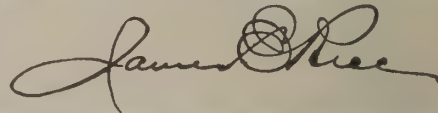
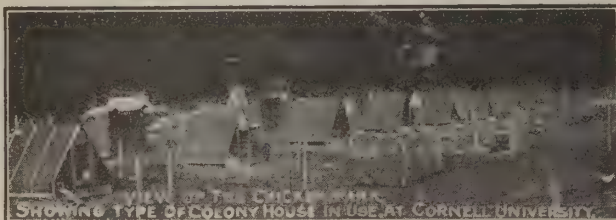
DEPARTMENT OF POULTRY HUSBANDRY

Cyphers Incubator Company, Buffalo, N. Y.—

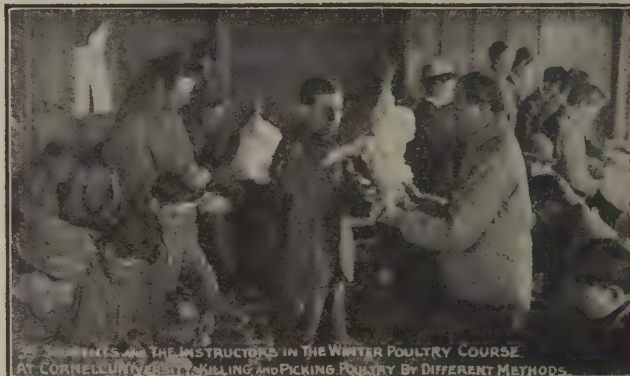
Ithaca, N. Y., October 9, 1909.

The Cyphers Incubators continue to stand high in our estimation *and in the estimation of our students, who have a good opportunity to compare a large number of machines of widely different types.* This opinion is based upon a comparison of results in hatching, covering several years, rather than upon theories on Incubator construction and management.

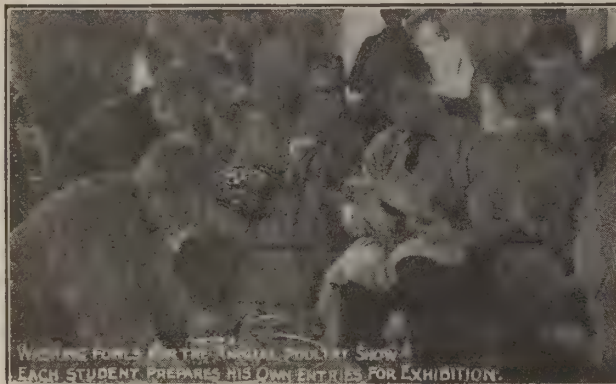
Respectfully yours,

VIEW OF THE CHICKEN HOUSE
 SHOWING TYPE OF COLONY HOUSE IN USE AT CORNELL UNIVERSITY.



STUDENTS AND THE INSTRUCTORS IN THE WINTER POULTRY COURSE
 AT CORNELL UNIVERSITY, KILLING AND PICKING POULTRY BY DIFFERENT METHODS.



WINNING POULTRY AT THE ANNUAL POULTRY SHOW
 EACH STUDENT PREPARES HIS OWN ENTRIES FOR EXHIBITION.



SCENES AT CORNELL POULTRY SHOW
 STUDENTS SCORING AND JUDGING POULTRY.

Photographic Views of Poultry Instruction Work Cornell University Experiment Station.

W. J. KENNEDY, Professor and Vice-Director of Experiment Station
 WAYNE DINSMORE, Associate Professor
 A. LEITCH, Assistant Professor and Supt. of Dairy Farm
 H. H. KILDEE, Assistant Animal Husbandman
 H. C. PIERCE, Assistant Professor in Charge of Poultry
 E. N. WENTWORTH, Assistant Professor
 W. H. PEW, Assistant Professor

R. K. BLISS, Extension Lecturer
 L. E. TROEGER, Extension Lecturer
 H. F. LUICK, Extension Lecturer
 C. R. BUSH, Extension Lecturer
 W. A. LIPPINCOTT, Student Assistant
 R. F. MILLER, Graduate Assistant

Iowa State College

ALBERT BOYNTON STORMS, President
 CHARLES F. CURTISS, Dean and Director

DIVISION OF AGRICULTURE AND EXPERIMENT STATION

Cyphers Incubator Company, Buffalo, N. Y.—

Ames, Iowa, July 11, 1910.

Regarding the Cyphers Incubators which we are using at this Station, it gives me pleasure to be able to state that they have given us satisfactory results. *We have been exceptionally pleased with the evenness of temperature and ease of operation.* In reply to letters of inquiry, we have recommended the Cyphers Incubator as being *one that has given good results at this Station.* We can say the same of your Outdoor Brooder and Adaptable Hovers, which we have not only used *with excellent success* but they have given *exceptionally good results when handled by students*, some of whom have probably never seen Brooders before.

We also have obtained *successful hatches from the Cyphers Electrobator.* The Electrohen, or glass globe electric Incubator, also manufactured by you, has been a great aid in instruction and incubation, as it has enabled us to show the method of hatching the chick from the egg better *than any way before devised.*

Yours very truly,



Assistant in Charge of Poultry.

G. E. ADAMS, Chief Agronomy
F. S. PUTNEY, Animal Husbandry
G. R. CROSS, Horticulture

H. BURDICK, Dairying
D. J. LAMBERT, Poultry
E. A. MALLETTE, Florist

Rhode Island State College

HOWARD EDWARDS, President

AGRICULTURAL DEPARTMENT

Cyphers Incubator Company, Buffalo, N. Y.—

Kingston, R. I., October 14, 1910.

We have twenty *Cyphers Incubators* for student work, and seventeen of them are of the 1904 pattern. Most of these machines have now been *in use ten or twelve years*, and some of them since our first poultry class, back in 1896. They are of the No. 0 size and are used for student practice. *That they do good work* is attested by the fact, for example, that one of our students last spring hatched forty chicks from a total of fifty eggs started in the machine, *or 80 per cent. of the eggs without testing*. When we get a poor hatch from a *Cyphers Incubator*, it is usually the fault of the eggs.

Yours very truly,

D. J. Lambert,

College Poultry Department.



Photographic Views of Rhode Island Agricultural College Poultry School.

Kansas State Agricultural College

Agricultural Experiment Station

H. J. WATERS, President

ED. H. WEBSTER, Dean and Director

DEPARTMENT OF DAIRY HUSBANDRY

ED. H. WEBSTER, in Charge of Dept.

A. B. NYSTROM, Assistant

A. MIYAWAKI, Assistant

Cyphers Incubator Company, Buffalo, N. Y.—

In reply to your letter of the 7th inst., I would like to state that *the Cyphers Incubators have always given satisfaction* here at the College. We are planning to use the two machines which we now have in our cellar *for hatching our best breeding stock next spring*. We are not yet in a position to give the students instruction in running Incubators, but when the College furnishes a more adequate building, *we shall install several more of your machines*.
I am,

Very truly yours,

DIVISION OF POULTRY HUSBANDRY

F. S. JACOBY, Assistant and in Charge

T. E. SCHREINER, Superintendent of Plant

Manhattan, Kas., October 12, 1910.

F. S. Jacoby.

Hatch Experiment Station and Massachusetts Agricultural College

WM. P. BROOKS, Professor of Agriculture and Agriculturist

Cyphers Incubator Company, Buffalo, N. Y.—

Amherst, Mass., June 18, 1907.

The continued use of Cyphers Incubators confirms me in the favorable opinion I had formed concerning them. We find that ***your Incubators give better hatches than any others we have ever tried.*** We secure a good percentage of strong, healthy chicks from the fertile eggs. One point in particular I desire to call attention to: Your Incubator is simple and easy to operate. ***Beginners have repeatedly secured excellent hatches with your machines.*** An assistant who had never before run an Incubator of any kind hatched 138 good chickens in one of your 220-egg machines. Three machines of this size have been used this year by students in the College, none of whom ever before had any experience in running an Incubator. These students, it should be remembered, were doing the full regular work of their College course and were running these Incubators as laboratory work. Considering the circumstances, I regard the results obtained by the students as very satisfactory.

Yours sincerely,

Wm. P. Brooks



Poultry Buildings, Hatch Experiment Station.

The State Agricultural College Fort Collins, Colorado

W. E. VAPLON, Poultryman

Cyphers Incubator Company, Buffalo, N. Y.—

Fort Collins, September 27, 1910.

My experience with Cyphers Incubators has been rather limited, ***but entirely satisfactory.*** We used the Cyphers the past season at our Experiment Station and ***shall continue to use them for student practice.*** The materials and workmanship of the Cyphers are certainly first class. I know enough in favor of your Incubators to say a good word for them. ***They are well thought of in this section.*** Next season we shall be in a position to send you reports of the machines, telling how they hatch ***at this high altitude*** in the hands of our students.

Very truly yours,

W. E. Vaplon

S. S. TWOMBLY, Agriculture

ALFRED G. LUNN, Poultryman

California Polytechnic School

A SECONDARY SCHOOL OF AGRICULTURE, MECHANICS AND
DOMESTIC SCIENCE

Cyphers Incubator Company, Buffalo, N. Y.—

San Luis Obispo, June 24, 1907.

I have had very good success with the Cyphers Incubators, ***and can truthfully say that they have given me the best results of any machine I have ever used.*** We now have four Incubators and two Brooders in use at our school. We expect to place an order with you next spring for more Incubators.

With best wishes, we remain,

Yours very truly,

CALIFORNIA POLYTECHNIC SCHOOL,

Alfred G. Lunn, Poultryman.

WM. SAUNDERS, Director

A. G. GILBERT, Poultry Manager

VICTOR FORTIER, Ass't Poultry Manager

Dominion of Canada. Department of Agriculture

CENTRAL EXPERIMENTAL FARM

Cyphers Incubator Company, Buffalo, N. Y.—

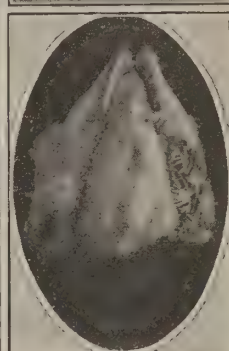
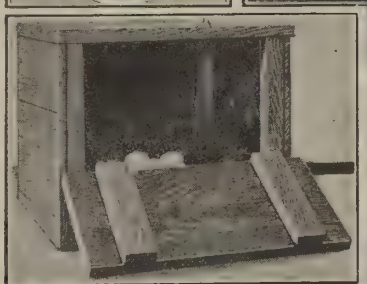
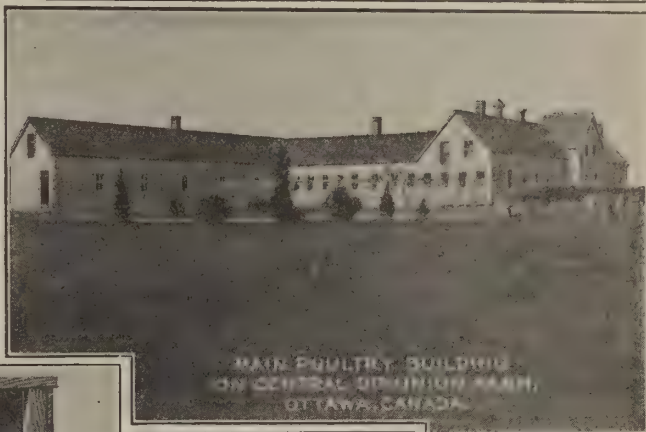
Ottawa, Can., September 25, 1908.

I have much pleasure in assuring you that *our experience with your 1906-pattern Standard Cyphers Incubator has been most satisfactory*, for the following reasons: (1) Ease of operation; (2) Accessibility to all parts; (3) Regularity with which the correct temperature is kept; (4) Convenient arrangement of thermometer, trays, drawers for chicks to fall into, and lamp. *These features are important*, particularly to the amateur, who is usually timid and easily disconcerted in his first attempts.

Perhaps the most important improvement is the admirable system of ventilation. This all-important feature of an Incubator is frequently lost sight of in many machines on the market and some of which we have tried. I can say no more than what I have said before: "Give the Standard Cyphers Incubator eggs with germs of the required strength, and it will certainly—when run as per directions—hatch out every chicken worth attempting to rear." The import of this remark may not be plain to the tyro in artificial hatching, but it will certainly be appreciated by the experienced operator who neither desires to have nor will rear weakling chicks.

Yours faithfully,

A. G. Gilbert



Ontario Agricultural College

POULTRY DEPARTMENT

G. C. CREELMAN, B. S. A., M. S., President

W. R. GRAHAM, B. S. A., Manager and Lecturer

Cyphers Incubator Company, Buffalo, N. Y.—

Guelph, Can., September 13, 1905.

We have every confidence in your machines and always feel that the eggs are safe when in the Cyphers. It is a pleasure to operate an Incubator when the chicks hatched from it are *so strong and healthy*. We have used the Cyphers Incubators *for six years*, during which time the machines have worked very satisfactorily. The regulation of the Cyphers is as good as one could ask for.

As for your make of Brooder, will say that we are using two of the Style A Outdoor Brooders and have found them *satisfactory in every way*. We are sending you, under separate cover, a photo taken of one of your Brooders just after a



snowstorm. We were somewhat surprised to find that the Brooder maintained its temperature to a nicety under such severe conditions. *Regarding your 1906-pattern*, I may say that we have found this machine to be *very satisfactory indeed*. I think this new machine is a great improvement upon those made by you in former years.

Yours truly,

W. R. Graham

J. H. STEWART, Agriculturist
W. E. RUMSEY, Entomologist
F. E. BROOKS, Associate Entomologist
CHAS. E. WEAKLEY, Jr., Asst. Chemist
B. H. HITE, Chemist
NAHUM JAMES GIDDINGS, Bacteriologist

FRANK B. KUNST, Asst. Chemist
A. L. DACY, Asst. Horticulturist
W. M. MUNSON, Horticulturist
HORACE ATWOOD, Asst. Agriculturist
J. H. BERGHUIS KRAK, Asst. Chemist
O. C. BECK, Asst. Chemist

West Virginia Agricultural Experiment Station

MORGANTOWN

J. H. STEWART, Director

Cyphers Incubator Company, Buffalo, N. Y.—

Morgantown, September 20, 1910.

We have used Cyphers Incubators at this Station *for the last ten or twelve years*, or practically from the time when they were first placed on the market; in fact, we now have one of the machines manufactured at Wayland, N. Y., and although it has been so long that I have forgotten when it was purchased, **yet it is in first-class condition** and the joints are as tight as on the day it was purchased.

In most of my experimental work during several years I have used the Cyphers Incubators *on account of the uniformly good hatches* which I have been able to obtain with them. They are easily regulated, *run like clock work*, the loss of moisture from the eggs approximates very closely that found under natural conditions, and **the chicks hatched are strong and vigorous**.

In my judgment, many people make a serious mistake when they buy a cheap Incubator. For example, a cheap wagon will be fairly satisfactory for a time, or at least until the paint wears off and the wheels get rickety, **but the purchase of a poor Incubator is worse than a dead loss**, as one loses the eggs placed in it, the oil used for heating, the time spent in its operation; and furthermore, one loses the opportunity to make a profit from the chicks which should have been hatched. Even if some chicks are hatched in a poor machine they are seldom or never profitable, for if their vigor is reduced **they are handicapped from the very start**. The most important step for a beginner in artificial incubation is the purchase of the best machine on the market.

Sincerely yours,

Horace Atwood



Poultry Buildings on West Virginia Agricultural Experiment Station, where Cyphers Incubators have been in successful use several years.

Department of Agriculture, Alberta

OFFICE OF
POULTRY SUPERINTENDENT

Cyphers Incubator Company, Buffalo, N. Y.—

Edmonton, Can., September 26, 1910.

With reference to your Incubators, I may say that **I used them for a number of years** in connection with the poultry branch of the Dominion Government, and **for several years** past in connection with the Alberta Government poultry plant and at the short course schools conducted by this Department.

I have at all times been exceptionally well pleased with their work, and in my own experience, at least, believe the Cyphers Incubators to be the best on the market.

I am, sirs, yours very truly,

A. W. Foley

Poultry Superintendent.

University of Minnesota

NORTHWEST EXPERIMENT FARM

E. W. RANDALL, Director

WM. ROBERTSON, Superintendent

Cyphers Incubator Company, Buffalo, N. Y.—

Crookston, Minn., November 14, 1910.

Your incubators are giving splendid satisfaction at this station. In fact, **every chick we hatched last year was hatched in your incubators**. Next year we hope to spend several thousand dollars in extending our poultry plant. Of the many different makes of incubators I have used, **yours gives the least trouble to operate**. So far as I can see your thermostat is as near perfection as we could wish for.

Sincerely yours,

E. E. Brown

Poultryman.

Storrs Agricultural Experiment Station

BOARD OF CONTROL:
THE BOARD OF TRUSTEES OF
The Connecticut Agricultural College

DEPARTMENT OF POULTRY HUSBANDRY
STORRS, CONN.

L. A. CLINTON, DIRECTOR
F. H. STONEBURN,
POULTRY HUSBANDMAN

Cyphers Incubator Company, Buffalo, N. Y.—

Storrs, Conn., October 13, 1910.

My first Cyphers Incubator *was purchased in 1899*. Since that time I have used a large number of your machines, both commercially and for purposes of instruction and investigation, *and it is a pleasure for me to state that I have found them uniformly satisfactory*. Your machine is to be commended for its durability and ease of operation.

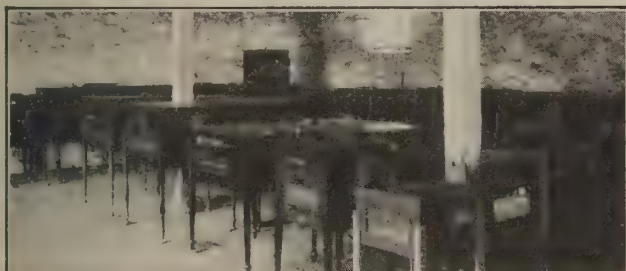
As you may imagine, *we put Incubators to a very severe test* here. They are operated by inexperienced students a great portion of the time, as follows:

During the Winter term by the Winter Poultry Course students, the Spring term by the regular Agricultural Course men, and by the Summer School Poultry Course students in mid-summer. Hatches under these conditions are usually satisfactory, *which speaks volumes for the efficiency of your machine*.

Very truly yours,

Fredrick H. Stoneburn

Professor of Poultry Husbandry.



Photographic Views on Storrs Agricultural Experiment Station Poultry Farm.

State Sanitarium of Iowa

H. E. KIRSCHNER, Supt.

Cyphers Incubator Company, Buffalo, N. Y.

Oakdale, Ia., June 26, 1909.

It gives me great pleasure to state that *I have used your incubators and brooders for many years with very good success*.

I do not hesitate to say that your Company manufactures the best Poultry Supplies in the world. I have had most excellent results with your Chick Food this summer.

Respectfully yours,

H. E. KIRSCHNER, Supt.



Photographic View of Some of the Poultry Houses at Maryland Agricultural Experiment Station.

OFFICERS AND STAFF:

H. J. PATTERSON, B. S., Director and Chemist
S. S. BUCKLEY, D. V. S., Pathologist
J. B. S. NORTON, M. S., Botanist
THOS. B. SYMONS, M. S., Entomologist
C. P. CLOSE, M. S., Horticulturist
NICKOLAS SCHMITZ, M. S., Agronomist
GEO. EDWARD GAGE, Ph. D., Biologist
CHAS. O. APPLEMAN, Ph. D., Physiologist
E. H. BRINKLEY, Farm Superintendent
T. H. WHITE, Gardener

A. B. GAHAN, M. S., Associate Entomologist
ROY H. WAITE, B. S., Associate Poultryman
W. R. BALLARD, B. S., Assistant Horticulturist
A. J. NORMAN, M. S., Assistant Botanist
L. B. BROUGHTON, B. S., Assistant Chemist
A. L. STABLER, B. S., Assistant Animal Husbandman
E. N. CORY, B. S., Assistant Entomologist
THOS. R. STANTON, B. S., Assistant Agronomist
R. S. ALLEN, Assistant Dairyman
L. B. KIMBLE, Stenographer
EDW. J. GARDNER, Clerk

Maryland Agricultural Experiment Station

College Park, Prince George Co., Md.

Cyphers Incubator Company, Buffalo, N. Y.—

College Park, September 27, 1910.

On taking charge of the poultry investigation work of this Station I find, among the Incubator equipment, two Cyphers Incubators. These, judging from what I have been able to learn concerning their action, **have given entire satisfaction.** Previous to coming here I have used a number of your Incubators and Brooders, and **have always been well pleased with the results obtained.**

Very truly yours,

Roy H. Waite

Associate Poultryman.



Photographic View of Michigan Agricultural College Poultry Department.

Michigan Agricultural College

DEPARTMENT OF POULTRY

H. L. KEMPSTER

Cyphers Incubator Company, Buffalo, N. Y.—

East Lansing, Mich., October 19, 1909.

Our experience with the Cyphers Incubators and Brooders **has been such** that I feel that I can safely recommend them **to anyone contemplating the purchase** of an Incubator or Brooder. Wishing you continued success, I am,

Yours very truly,

H. L. Kempster

College of Agriculture and Agricultural Experiment Station of The University of Wisconsin

W. A. HENRY, Emeritus Prof. of Agriculture

A. S. ALEXANDER, Vet. Science: Stallion Licensing
L. J. COLE, Experimental Breeding
E. H. FARRINGTON, Dairy Husbandry
J. G. HALPIN, Poultry Husbandry
E. B. HART, Agr. Chemistry
E. G. HASTINGS, Agr. Bacteriology
K. L. HATCH, Agr. Education; Secretary of Agr. Extension
G. C. HUMPHREY, Animal Husbandry
L. R. JONES, Plant Pathology
A. L. MARLATT, Home Economics

J. C. MARQUIS, Agr. Journalism; Agr. Editor
J. G. MOORE, Horticulture
R. A. MOORE, Agronomy
C. A. OCOCK, Agr. Engineering
J. G. SANDERS, Economic Entomology; Nursery Inspection
H. C. TAYLOR, Agr. Economics
A. R. WHITSON, Soils
F. W. WOLL, Feed and Fertilizer Inspection; Dairy Tests
C. S. HEAN, Agr. Library

E. J. DELWICHE, Supt. No. Wis. Sub-Stations, Ashland, Wis.
O. G. MALDE, Supt. Cranberry Station, Grand Rapids, Wis.

CHARLES R. VAN HISE, President of the University

H. L. RUSSELL, Dean and Director
S. M. BABCOCK, Asst. Director

D. H. OTIS, Asst. to the Dean
IDA HERFURTH, Executive Secretary

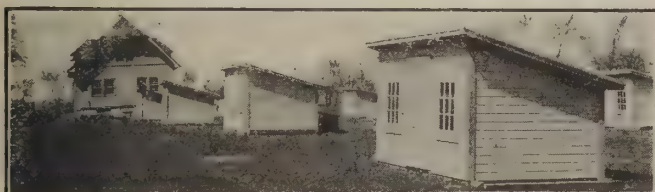
Cyphers Incubator Company, Buffalo, N. Y.—

Replying to your favor of recent date, I would say that ***the Cyphers Incubator Company's goods have been satisfactory with us in every way.*** We have been able to hatch a large percentage of the eggs entrusted to your machines ***and our results with your make of Brooder have been very satisfactory indeed.***

Madison, Wis., September 16, 1910.

James B. Halpin

Yours truly,



Photographic Views of Poultry Buildings, Wisconsin Agricultural College.

Agricultural Experiment Station of the North Carolina College of Agriculture and Mechanic Arts

J. S. JEFFREY, Poultryman

C. B. WILLIAMS, Director

Cyphers Incubator Company, Buffalo, N. Y.—

West Raleigh, September 19, 1910.

Replying to yours of the 13th, I would say that I do not know just how long your Incubators have been in use here. ***My connection to this Institution covers eight seasons,*** and when I came here there were two of your machines here that had evidently been used two or three seasons, and perhaps longer.

In regard to what we think of your machines, I believe that the best we can say for them is that we are using nine of them and not more than one of any other make. We find them especially satisfactory for our students on account of their simplicity of operation.

Yours truly,

J. S. Jeffrey

University of Tennessee

AGRICULTURAL EXPERIMENT STATION

Knoxville, Tenn., September 30, 1907.

Cyphers Incubator Company, Buffalo, N. Y.—

We have been using your Incubators two seasons, ***and find their work very satisfactory.*** The regulator, under ordinary conditions, holds the temperature almost constant.

Yours very truly,

Joe Tyler

Poultryman.



F. C. ELFORD

MacDonald College

STE. ANNE DE BELLEVUE, QUE.

POULTRY DEPARTMENT

F. C. ELFORD, Manager

P. O. MacDonald College, Que., Canada

Cyphers Incubator Company, Buffalo, N. Y.—

November 8, 1910.

We have used your Electrobator and Electric Hover here **for the last two seasons** and for poultrymen having a constant supply of electricity **they should prove highly satisfactory.** The Electric Hover will rear chicks equal to any hover we have used. To get the best results out of the Electrobator we supply a little moisture. **Both of these devices are easily handled, neat in use and could be operated in a parlor, if necessary.**

Very truly yours,

F. C. Elford

Mgr. Poultry Dept.

Agricultural College of Utah

JOHN A. WIDTSOE, A. M., Ph. D., President

Cyphers Incubator Company, Buffalo, N. Y.—

Logan, Utah, September 10, 1907.

The two small incubators which you furnished the Brigham Young University last spring were given several careful tests. **They were operated by students who had never before handled incubators,** and with very successful results. The Cyphers Incubator is certainly **a very excellent one.**

Yours truly, JOHN A. WIDTSOE.

Cyphers Incubator Company, Buffalo, N. Y.—

Logan, Utah, September 26, 1906.

I have used Cyphers Incubators **for a number of years** at this station as well as on the Cyphers Poultry Farm and can honestly say that **I know of no better machine.** In my experience, with eggs from good, vigorous stock and with proper care in the operation of the incubator, **the machine gives satisfactory hatches.**

Yours very truly,

JAMES DRYDEN,
Poultryman.



ARTHUR A. BRIGHAM

South Dakota College of Agriculture STATE COLLEGE OF AGRICULTURE AND MECHANIC ARTS

ARTHUR A. BRIGHAM, Ph. D., Principal

Brookings, S. D., November 9, 1910.

Cyphers Incubator Company, Buffalo, N. Y.—

We have here **one of your Electrobators** and I ran it during the summer school at the State College. **It operated nicely and I consider it a very fine hatching machine.** During the day time Sundays, when the electric current was off, we used flat water pans, filling them with hot water and thus maintained the temperature in the egg chamber **with very little trouble.**

Yours very truly,

A. A. Brigham

J. M. HAMILTON, President
F. B. LINFIELD, Director

DEPARTMENT OF POULTRY
F. B. LINFIELD, Professor
WM. F. SCHOPPE, Ass't Poultryman

The Montana Agricultural College and Experiment Station

Cyphers Incubator Company, Buffalo, N. Y.—

Bozeman, Mont., October 20, 1910.

We have used your incubators **for several years and have always found them reliable** and look to them to do **the best work of any** we have installed at the station. At this altitude, which is over 4,900 feet, we find it necessary to put moisture pans in the bottom of the nursery trays. When we have used these pans, we have been able to secure our largest hatches **and the chicks have come out strong and vigorous and we have very small death rates.**

Yours very truly,

Wm F. Schoppe



One of the Poultry Buildings at Montana Station.

LARGE PRACTICAL PLANTS

WHOLESALE PRODUCTION OF EGGS, BROILERS, SOFT ROASTERS AND GREEN DUCKS FOR MARKET. SALE OF DAY-OLD CHICKS, CUSTOM HATCHING, ETC.

STEP BY STEP, during the last twenty years, poultrymen and poultry investigators have been solving the problems of correct mating, of proper housing and yarding, of sanitary feeding and watering, of nutritive food rations, of incubation and brooding on a large scale by artificial means, of attractive marketing of products, until at the present time there is a steadily increasing number of large, practical poultry plants in the United States and Canada that are on a basis of permanent success, making satisfactory annual profits.

Odd as it may seem, it was the duck growers who first won the victory on a large scale. We say "odd" because the duck men had to create their market. There was no demand for green ducks, meaning ten and twelve weeks old Pekins, weighing four to five pounds each, until James Rankin, Easton, Mass., known as "the father of the Pekin Duck Industry in America," built up trade in this line by sending pairs of tender green ducks of his production to friends and acquaintances in and around Boston.

At present there are numerous successful duck farms on Long Island, in New England, in Pennsylvania, New Jersey, etc., on which twenty to fifty per cent. is being cleared annually on the money invested. Owners of these plants are now making \$3,000 to \$20,000 per year in net profits. The eggs of domestic ducks do not hatch in as large percentages as do hen eggs, but the ducklings once hatched live and grow, the mortality being small, as a general rule. Ducks eat heartily and grow twice as fast as chicks—that is, a chick at ten weeks old should weigh two and one-half pounds or a little better, whereas a duckling at this age, if correctly fed, should weigh five pounds.

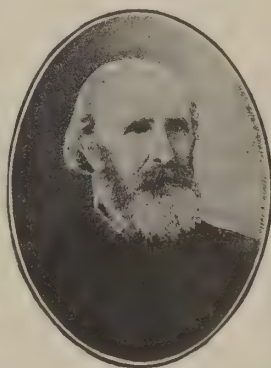
The Leghorns have made Egg Farms profitable. Hundreds of flocks of Leghorns are now paying the owners a handsome profit, these flocks ranging in size from a few hundred to several thousand layers. There are egg farms in the Eastern States with five to seven thousand layers, and the same is true of far-away California, Petaluma being the best known city of egg farms on the Pacific Coast.

A large number of practical poultry plants combine eggs for market with broiler raising and the production of roasting chickens and capons. Broilers consist of chicks eight to ten weeks old, weighing a pound and a half to two pounds each. Roasters are these same chicks grown older until they weigh five to eight pounds each. In many cases the surplus cockerels are converted into capons, the popular weights being six to ten pounds. The Boston market prefers the lighter weight capons; the Philadelphia, New York and Chicago markets use the heavier birds.

The sale of day-old chicks came near being "something new under the sun" in the poultry world—on account of modern transportation facilities—although the Egyptians no doubt sold day-old chicks two thousand to twenty-five hundred years ago, as part of the custom hatching they did on so large a scale. The Egyptians are still operating the big "hatching ovens" that were told of in history more than a hundred years B. C. and it is known that the Chinese hatched eggs by artificial means long before the modern nations of the world came into existence.

It is indeed a surprising fact that many farmers and farmers' wives should have their annual crop of chicks hatched at so much per chick by poultrymen who are operating large numbers of small, portable incubators or who have installed mammoth machines, yet this condition now exists, and it would appear that there is to be a large increase in this branch of the industry from this time on.

Custom hatching and the sale of day-old chicks go hand-in-hand, and the one fact that newly-hatched chicks and ducklings can be shipped by fast express hundreds of miles in perfect safety is certain to have an important bearing on the poultry business of the future in all civilized countries.



JAS. RANKIN.

Called "The Father of Pekin Duck Industry in America."



AURORA LEGHORN FARM

R. P. ELLIS, Proprietor

Single Comb White Leghorns Exclusively—Bred to Lay

Executive Department and Breeding
Farm of The Aurora System

2406 FLATBUSH AVE.,
BROOKLYN, N. Y.

Highest Grade of Poultry Products
Delivered Direct to Private Residences

Cyphers Incubator Company, Buffalo, N. Y.—

Brooklyn, N. Y., September 6, 1910.

We are glad to report **a most successful season, which I attribute largely to the excellence of your Standard Incubators and incomparable Adaptable Hovers.** Your incubators are so well and favorably known for their reliability that I need add very little in the way of special commendation. In four years **we have set to hatch in these machines nearly 100,000 eggs,** covering months from February to September, and I have had sufficient experience with your incubators to convince me that **they will hatch practically every fertile egg** that is worth hatching.

I cannot on this date send you a detailed report of hatches for the 1910 series, as we are still hatching. I can say, however, that **we have equalled our 1909 record** of 70 per cent. hatched of all eggs set and **about 85 per cent. hatched of eggs left in the machines.** Better than this we could not ask for. We have set this season over 45,000 eggs from our trap-nest bred Leghorns since early spring, and are still hatching (September 6), so that our results are conclusive. **Last year, as you will recall, out of 36,414 eggs set from February to October, we hatched 25,268 strong, active, livable chicks.**

I spoke above of **your Adaptable Hover** which we have found to be an incomparable brooding device. We use these hovers extensively in our combination laying and brooding house. Our Branch Farms and Home Farm **have used this brooding method with the greatest success.** Its efficiency, convenience and economy are so great that I cannot say too much in its praise. **We are also using your colony house type of outdoor brooders with success and satisfaction.**

Yours very truly,



Operating 74 Standard Cyphers—Some in Use 10 Years

D. H. MENOUGH

J. D. BURN

R. A. WALKER

OXFORD POULTRY FARM

Eggs and Stock in Season

IMPERIAL PEKIN DUCKS A SPECIALTY

Capacity 50,000 Ducks

Cyphers Incubator Company, Buffalo, N. Y.—

Oxford, Pa., September 21, 1910.

We continue to have the same high opinion of the Cyphers Incubators as heretofore. Our experience with them *dates back about eleven years*, and we have always found them satisfactory.

At present *we are operating seventy-four* of your Standard No. 3 machines. Some of them have been in successful operation *more than ten years and still do uniformly good work.* These facts are the best evidence we can offer regarding our high opinion of your make of Incubators. Simplicity in handling, together with other good qualities, make them *the most desirable Incubators on the market today.*

Yours truly, OXFORD POULTRY FARM.



Oxford Poultry Farm, Oxford, Pa. Part View of Incubator Cellar and One of the Duck Runs.

Capacity, 200,000 Head Annually

White Wyandottes
White Leghorns
Pekin Ducks

NIAGARA FARM

W. R. CURTISS & CO., Proprietors

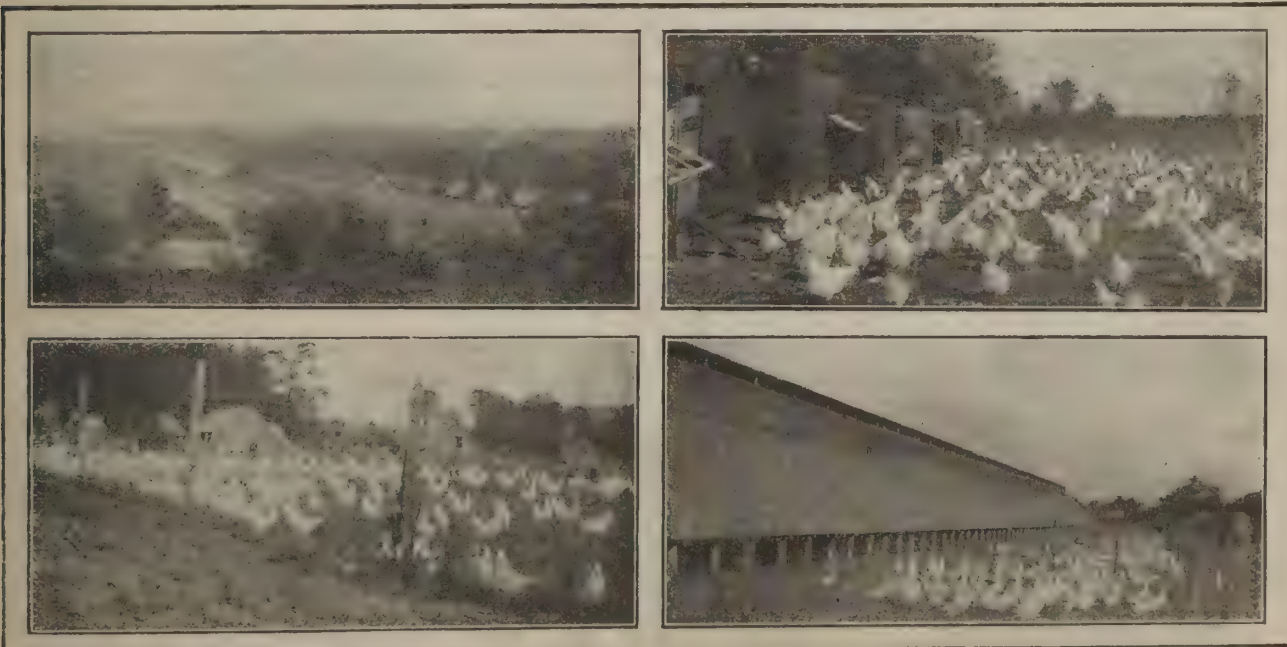
Eggs and Stock For Sale
Catalogue Free

Cyphers Incubator Company, Buffalo, N. Y.—

Ransomville, N. Y., April 22, 1910.

We are using your Incubators here *in the largest incubator cellar in the world.* We also use your Poultry Foods, Supplies, etc. Your Incubators *have always given us good hatches* and all of your goods have been very satisfactory. We are pleased to recommend the Cyphers Incubator *to the poultryman who wants a first-class machine* and to also recommend the Cyphers Incubator Company to any one who is in need of anything in their line.

Very truly yours, W. R. CURTISS & CO.



Photographic Views on Niagara Poultry Farm, Ransomville, N. Y.



Views of Crystal Spring Poultry Farm, Rockland, Mass.

The Opinion of An Expert

CRYSTAL SPRING POULTRY FARM

HENRY D. SMITH, Proprietor

Cyphers Incubator Company, Buffalo, N. Y.—

Rockland, Mass., August 25, 1910.

Speaking of **late hatching**, I set 400 eggs in a No. 3 Cyphers, August 1, 1910, of which thirty-three were infertile. I tested them down to 329 on the 14th day and **got 283 good, strong chicks**. Your machines **are perfect in regulation**, but in real dry weather or in dry conditions I believe that it helps to spray the floor twice a day underneath the heaters.

Have been running incubators for the last sixteen years. I am using eight (8) No. 3 Cyphers machines **and they are giving perfect satisfaction**. I recommend their use to every one I meet in the poultry business. No one can make any mistake in buying the Cyphers Incubator, **whether they are novices or experts**.

Yours very truly,

HENRY D. SMITH.

Will Put in More of Them

WAUKESHA EGG FARM

BECHTNER & SON CO., Proprietors

Fancy Table Eggs
Stock For Sale

Single Comb White Leghorns
Hatching Eggs—Baby Chicks

Cyphers Incubator Company, Buffalo, N. Y.—

Waukesha, Wis., August 9, 1910.

We have been using Cyphers Incubators **with fine success** over three seasons. Now have in use twelve (12) of these machines of the 390-egg size and are going to put in more of them next spring.

Cyphers Incubators are **well designed and durably constructed**. **We believe them to be the best in the market**. The Cyphers is worth the price charged for it and **no one can go amiss in buying them**.

Yours truly,
BECHTNER & SON CO.,

Paul Bechtner Pres



Views of Waukesha Egg Farm, Waukesha, Wis.

Been Using Incubators Eighteen Years

Mammoth Imperial Pekin Ducks
Single Comb White Leghorns
Barred Plymouth Rocks
Cornish Indian Games
White Wyandottes

AFTON FARM
S. B. & E. W. TWINING, Proprietors

Stock and Eggs for Sale in Season
Reference:
First National Bank, Yardley, Pa.

Cyphers Incubator Company, Buffalo, N. Y.—

We are using thirty-three (33) of your Incubators and twelve (12) of your Outdoor Brooders, also your Chick Food, **with fine success.** We take pleasure in recommending the Cyphers Incubator to be a well-made machine and a good hatcher—one that will hatch large, strong chickens or ducklings, the kind that the owner has a good chance of raising.

We have been using incubators for the past eighteen years, and during that time we have tried most of the leading makes. Eight years ago we purchased one large-size Cyphers for trial, **and since then have bought more each year,** until we now have thirty-three (33) of your large machines, which is the capacity of our plant. We now keep the business running the year round, raising both ducks and chickens.

Yours truly,

Yardley, Pa., June 13, 1910.

S. B. & E. W. TWINING.



Photographic Views of S. B. & E. W. Twining Poultry Yards, Yardley, Pa.

Incubators, Brooders, Poultry Foods

CHAS. F. THOMPSON & CO.

POULTRY YARDS

ONE OF THE LARGEST BREEDERS OF FANCY STOCK IN THE UNITED STATES

Rhode Island Reds (Rose and Single Comb)

Barred Plymouth Rocks, White Wyandottes

Cyphers Incubator Company, Buffalo, N. Y.—

Lynnfield Center, Mass., May 9, 1910.

We hatch from 12,000 to 15,000 chicks in the Cyphers Incubators every season. We have several of your Outdoor Brooders, which do fine work. We also use the Cyphers Chick Food, and are very much pleased with it.

We are using eighteen (18) of your Incubators, varying in size from the 140-egg to 390-egg machines, **and I can see no difference in the per cent. of hatch in any of them.** The first hatch we made last season with your No. 3 latest-pattern machine was 303 chicks from 334 eggs, and they were **as bright, smart-appearing chicks as ever were hatched either by hens or incubators.**

I am satisfied that your firm sells nothing but reliable, tested goods **and that you use your customers right.** Last season we put in one of your Hot-Water Heaters, which we used to heat our office and brooder house. We found there is a saving of fully 25 per cent. in coal over a ——— heater we are using in our old brooder house.

Yours very truly,

CHAS. F. THOMPSON & CO.



Chas. F. Thompson

By *Chas. F. Thompson*



Views on Wilson's Poultry Farm, Hollis, N. H.

Chicks From 40,000 Eggs Fine and Large

WILSON'S POULTRY FARM

HENRY A. WILSON, Proprietor
STRICTLY FRESH EGGS

WHITE PLYMOUTH ROCKS

Cyphers Incubator Company, Buffalo, N. Y.—

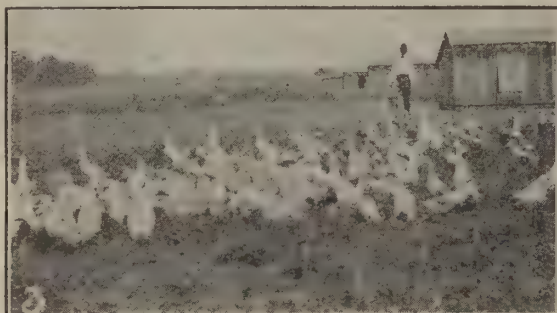
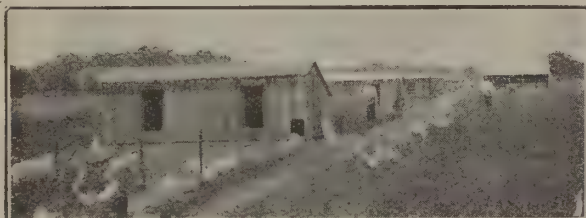
INCUBATOR CHICKS

Hollis, N. H., October 27, 1910.

It affords me pleasure to state that the thirteen (13) Standard Cyphers Incubators used by me *gave the same good results* last season as in former years. The chicks I hatched the past spring *from 40,000 eggs placed in your machines* after January 1st, 1910, proved to be particularly fine and large and gave uniform satisfaction in my own hands *and when sold as day-old chicks to many customers.* I am using three of your electric regulators and would not be without them, as they save coal and can be relied on to keep an even temperature.

Yours truly,

H. A. Wilson.



Views of Eggleston & Deary Plant, Yardley, Pa.

1. Colony Houses for White Wyandottes. 2. New Residence in course of Construction. 3. Flock of Indian Runner Ducks.
4. Messrs. Eggleston and Deary in their Incubator Cellar, which is filled with Standard Cyphers Incubators.

Have Had Sixteen Years' Experience

EGGLESTON & DEARY
POULTRY FARM AND HATCHERY

Our Specialty: Shipping Day-Old Chicks and Eggs from High-Grade Stock of the Leading Varieties
Write for List of Varieties and Prices

Cyphers Incubator Company, Buffalo, N. Y.—

Yardley, Pa., June 30, 1910.

The hatching season being practically over, it gives us pleasure to report *our continued success with your Incubators.* We used forty-six (46) of your No. 3 Incubators this season and we feel that our success is due largely to the use of your Incubators. *We have no sleepless nights* worrying over Cyphers Incubators, as the regulators on your machines can be trusted to do their work. At this late date, when the eggs are expected to be weaker, *we are still getting excellent hatches.*

We must also speak a good word *for your Chick Food, which we have used extensively* and found to be just the thing to start little chicks on, as they thrive on it and there is no waste material.

We have been running incubators for the past sixteen years, and during that time have run incubators on some of the largest poultry plants in the country and have operated as high as one hundred at one time. *After the above experience we are convinced beyond doubt that the Standard Cyphers is the best.*

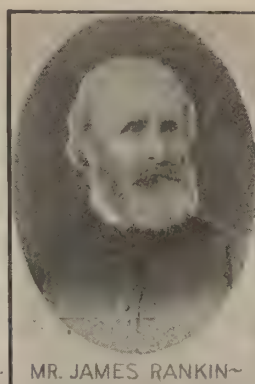
Yours truly,

Eggleston & Deary



RANKIN'S
DUCK
FARM

PEKIN DUCKS
ENROUTE TO MARKET



MR. JAMES RANKIN~

Monarch Incubator

JAMES RANKIN, Proprietor

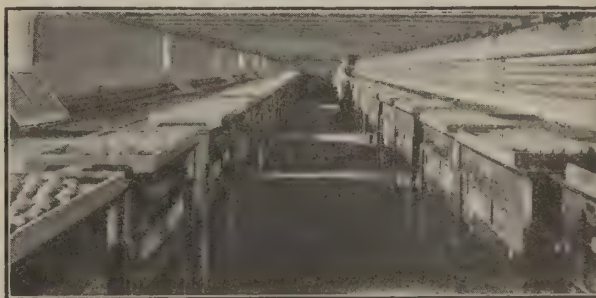
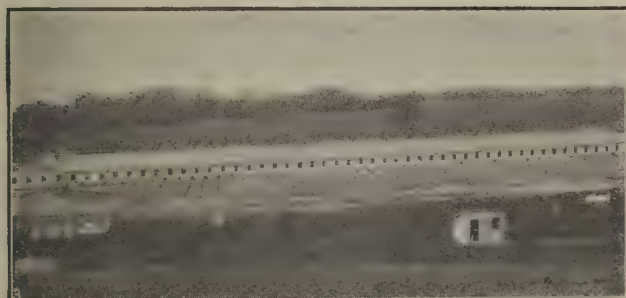
Cyphers Incubator Company, Buffalo, N. Y.—

South Easton, Mass., September 4, 1906.

We have used your Incubators the past season and **have found them to be all that you represent.** Having been a manufacturer of incubators myself and always in strong public competition with many of the leading machines, **I have no hesitancy in saying that I consider the Standard Cyphers Incubator, latest pattern, the leading machine on the market today.** The regulation is simply perfection. Wishing you all success, I remain,

Yours truly,

J Rankin



Views of Hartman Stock Farm, Columbus, Ohio.

Using 57 Large-Size Cyphers

THE HARTMAN STOCK FARM CO.

Importers and Breeders of Buff, White and Partridge Wyandottes, Barred Plymouth Rocks and S. C. White Leghorns

Cyphers Incubator Company, Buffalo, N. Y.—

Columbus, Ohio, October 24, 1910.

I personally have used the Cyphers Incubators **in large numbers during the past ten years** and have always found them to fulfill every claim you make for them. They cause less trouble than any machine I have ever operated, and I have tried a few! I find in the Cyphers a machine that **any one can operate if they will but follow the instructions** that are sent with each machine and not try to rebuild it, as it is self-regulating and practically automatic.

The fact that we now have in use fifty-seven (57) of your largest size Incubators, including ten of your latest pattern, equipped with nursery drawers and improved system of ventilation, and the fact that a plant of this magnitude uses the Cyphers Incubators exclusively, should be ample proof of what we think of your machines.

We shall hatch during the coming season 20,000 chicks for our own use and from 30,000 to 50,000 for our day-old chick trade.

Respectfully yours,

HARTMAN STOCK FARM,

E. J. Jacob

Supt. of Poultry.

Buy Cyphers Foods by Carload

Eggs and Young Chicks in Season

SYSONBY GARDENS
(Incorporated)

Write for Catalogue

Breeders of Barred, Buff and White Plymouth Rocks, Single and Rose Comb Rhode Island Reds, Single Comb White Leghorns, Pekin Ducks and Toulouse Geese

Cyphers Incubator Company, Buffalo, N. Y.—

Petersburg, Va., May 18, 1910.

Having had the most successful season in our history, *and knowing that much of our success is due to the incubators, brooders and feed we use*, we feel that we should write you a few lines to say that we have used ten (10) Cyphers Incubators this season and have found them to be *the best machines we have ever used*—simple and easy to handle, especially where one has to rely on hired help in the poultry business.

We have shipped day-old chicks as far as the southern part of Texas—95 being alive out of 100—and have often received repeat orders telling us how well our customers were satisfied *with the size and vigor of the chicks* when they arrived. We have used your Chick Food, Scratch Food, Beef Scraps and Alfalfa continuously. We say continuously, but we have at times tried other foods that were a little cheaper—*only to discard them as we found we did not get the same results.*

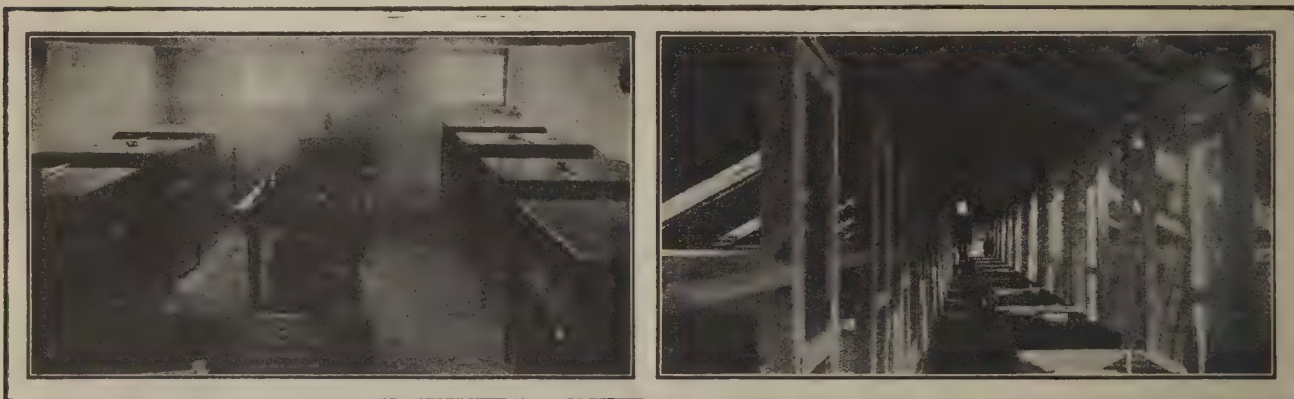
We have bought your foods by the ton and by the carload, and must say again that of all the foods we have ever used in our experience the Cyphers brand has proved to be the most economical and gives us the best results in securing eggs and in giving vigor to the birds. Thanking you for the kind attention we have always

received at your hands, we remain,

Very truly yours,
SYSONBY GARDENS, (Inc.)

Sam W. Ewen

Manager.



Photographic Views of Sysonby Gardens, (Inc.), Petersburg, Va.

“After a Trial of Other Machines”

FISHER'S ISLAND FARM

E. M. & W. FERGUSON, Owners

Special Attention Given to Filling Orders for our Barred and White Plymouth Rocks, S. C. White Leghorns, Mammoth Bronze Turkeys and Pekin Ducks for Fancy and Market Purposes

Cyphers Incubator Company, Buffalo, N. Y.—

Fisher's Island, N. Y., September 18, 1908.

The past season we have operated ten of your 1906-pattern 360-egg machines with marked success.

After trial of other machines we found none that would give the uniform results with both chicks and ducks that we obtained from the Cyphers, and we now use no other machine.

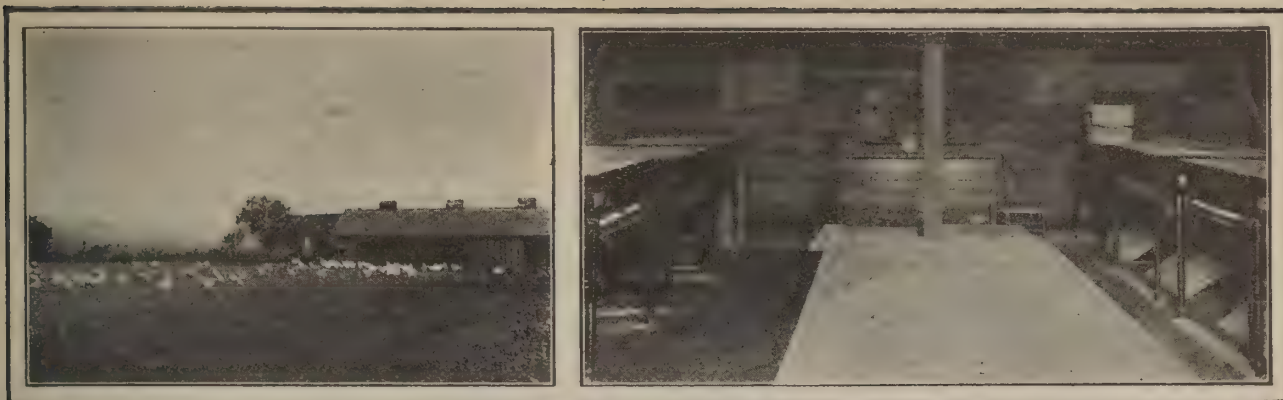
There has been much less mortality among our young birds than usual, for which we give the machine due credit. For results and ease of operation, we recommend the Cyphers.

Yours very truly,

E. M. & W. FERGUSON,
By F. E. HINE, Supt.



Photographic View of Fisher's Island Farm, Fisher's Island, N. Y.



Photographic Views on Poultry Farm of C. Flewwelling, Petaluma, Cal.

330 to 371 Chicks Every Hatch

C. FLEWWELLING

Stock and Eggs for Sale

Breeder of S. C. White and Brown Leghorns

Baby Chicks

Cyphers Incubator Company, Buffalo, N. Y.—

Petaluma, Cal., June 23, 1910.

Am pleased to advise you that ***we are having fine success*** with our fourteen (14) Cyphers Incubators, No. 3 size. Have been successful with other makes; the results, however, ***have not been nearly so satisfactory*** as with the Cyphers, from which we average to hatch more than 75 per cent. of the whole number of eggs set, obtaining from ***330 to 371 good, strong, vigorous chicks every hatch*** from your No. 3 machines. Our first hatch this season came off January 28th and we have turned out ***more than 20,000 fine, healthy chicks*** to date—Single Comb Brown Leghorn stock. I remain, Yours truly,

C. FLEWWELLING.



Views of Kaufman's Poultry Farm, Burlington, Mass.

"Hatched More Than 50,000 Chicks"

BREEDERS OF
Kaufman's Utility Strain
Barred Plymouth Rocks

KAUFMAN'S POULTRY FARM

Cyphers Incubator Company, Buffalo, N. Y.—

OUR SPECIALTIES
Day-Old Chicks
Eggs for Hatching

Burlington, Mass., April 5, 1910.

The rush of the season is upon us and 1910 ***will be our banner year in the poultry business.*** Although we have been hatching to our full capacity—twenty (20) of your No. 3 machines—and getting the usual results (***an average of about 250 chicks per machine***) we find ourselves away behind in filling our orders for day-old chicks.

You will recall that ***last season we hatched more than 50,000 chicks***, commencing in February, 1909, and all were hatched in the twenty No. 3 machines of your make. We ran them continuously for seven months. Using your machines, we have become so accustomed to good hatches that we not only "count our chickens before they are hatched," but we bank the money for the chicks before placing the eggs in your Incubators. ***There is nothing unusual for us to get 290 chicks out of a single machine***, although the average is about 250.

Our customers are so certain of receiving their chicks on the day promised that they make remittances at time of ordering, ***and we have never failed to send the exact number on the promised date.*** Now that is something ***we could never do before using your Incubators.***

Yours truly,

KAUFMAN'S POULTRY FARM.

Percentage Highest in Cyphers

WOODLANDS FARM

Incorporated

WHITE WYANDOTTES BARRED AND WHITE ROCKS
S. C. WHITE LEGHORNS

Iona, N. J., October 4, 1909.

Cyphers Incubator Company, Buffalo, N. Y.—

During the past hatching season, we operated about thirty 400-egg incubators of various manufacture. One-half of these were Cyphers.

At the end of the season we compared the individual records of the machines, with a view to ascertaining from which make we attained the best results. **We were in no way surprised to find that the percentage of chicks hatched was highest in the Cyphers Incubators.**

Very truly yours,

G. Carlton Warren

Mgr.

"Turned Out 25,000 Chicks"

MODEL CHICK HATCHERY

FRED. H. McCUNE, Proprietor

Ottawa, Kas., September 1, 1910.

Cyphers Incubator Company, Buffalo, N. Y.—

I have operated Standard Cyphers Incubators in **increasing numbers for eight years**, and during the last spring, with twenty (20) No. 2 and No. 3 machines, **turned out 25,000 chicks and better.**

The hatches have averaged 60 per cent. **of all eggs placed in the machines—and for good, steady work year after year** I have never seen an incubator that turned out **more or better chicks than the Cyphers.**

Next season I hope to hatch and sell 40,000 day-old chicks. I need more hatching capacity and would like to put in a Cyphers Mammoth

Yours truly,

Fred. H. McCune



Yardley Duck Farm, W. H. McCormick & Son, Proprietors, Yardley, Pa.

Using 104 Cyphers Incubators—"Best Ever Used"

YARDLEY DUCK FARM

W. H. McCormick
John C. McCormick

Imperial Pekin Ducks
Eggs and Stock in Season

Cyphers Incubator Company, Buffalo, N. Y.—

Yardley, Pa., September 1, 1908.

We think your machines gave us the strongest hatches this season we have ever had **and losses were low in the nursery.** We had quite a number of machines hatch more than 200 ducklings and **as high as 235 ducklings to a machine.** As you know, we have one hundred and four (104) Cyphers Incubators, and **we can state positively that these are the best Incubators we have ever used.**

As a side issue we thought we would hatch some chickens during June, July and August. **The hatches far exceeded our expectations,** especially as it was so late in the season. We got about 4,700 chicks. The hatches averaged about 200 chicks to a machine. **They were good and strong and the losses were low.** This convinces us that we can get good hatches of chicks as well as ducks from your machines.

Yours very truly,

W. H. McCormick & Son



J. H. Curtiss.

"The Home of The South Shore Roaster"

J. H. CURTISS

LIGHT BRAHMAS

CURTISS POULTRY FARM

WHITE PLYMOUTH ROCKS

G. W. CURTISS

West Norwell, Mass., July 17, 1909.

Cyphers Incubator Company, Buffalo, N. Y.—

We have used your Incubators for many years, *trying them side by side with other leading makes, with the result that we have found the Standard Cyphers superior to all others.*

The Cyphers machines are used almost altogether in this section (the home of the South Shore roasters), where chicken-raising is the principal industry.

Yours very truly, J. H. CURTISS.



Views on the South Shore Roaster Plant of J. H. Curtiss, West Norwell, Mass.

"The Most Convincing Sign"

CONYERS MANOR

G. A. DREW, Manager

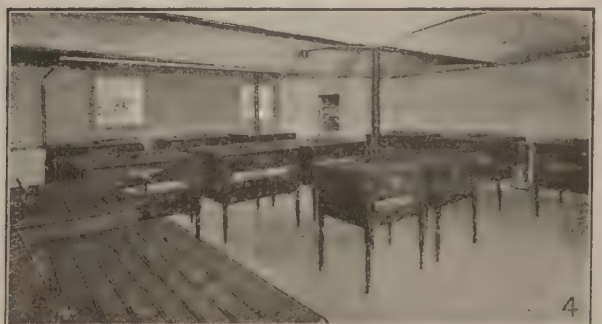
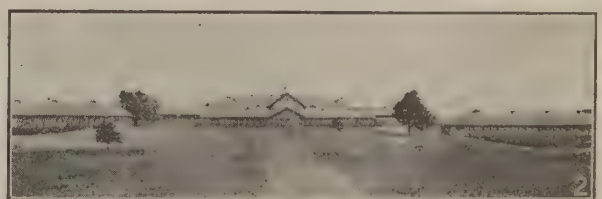
Cyphers Incubator Company, Buffalo, N. Y.—

Greenwich, Conn., July 29, 1908.

We are pleased to report another successful season in our poultry work. Our success in hatching and rearing with your Incubators and Brooders is about all we could hope for. Perhaps the most convincing sign is the fact that we are contemplating materially increasing our poultry plant, both in the production of eggs and broilers. We shall continue to use your products and advise others to do the same, as we have done in the past.

Yours very truly,

G. A. Drew



Views of Conyers Manor Poultry Plant, Greenwich, Conn.

"Apparently Will Last a Lifetime"

Day-Old Chicks in Season
Fancy Table Eggs a Specialty

LA GRANGE EGG FARM

GEO. M. GEAR, Proprietor

S. C. White Leghorns
Wyckoff Strain
Eggs for Hatching

Cyphers Incubator Company, Buffalo, N. Y.—

La Grange, Ill., August 1, 1910.

We have had another *very satisfactory season with your machines*. Have been well pleased with the "lastability" of your Incubators. Of the twenty-one (21) Cyphers machines we are now operating, *five have been in use eight seasons*, and this year they gave the same uniformly good hatches as they did the first year we owned them. *Apparently they will last a lifetime*. We expect to put in ten more Cyphers Incubators next year in order to handle our day-old chick business and custom hatching. Our customers like *the big lusty chicks that our Cyphers machines turn out*, for they come back for them season after season. I have found the Cyphers Incubator to be the proper piece of machinery for the incubating department of a practical poultry plant. I have a room in my barn that is full of discarded machines of other makes.

Very truly yours,

LA GRANGE EGG FARM,

Proprietor.

Geo. M. Gear



Breeding Houses on La Grange Farm, La Grange, Ill.

"After a Careful and Thorough Trial"

F. L. BRAUN

DONALDSON POULTRY FARM

M. D. VALENTINE

Largest Plant in Middlesex County

Cyphers Incubator Company, Buffalo, N. Y.—

New Brunswick, N. J., September 22, 1908.

After a careful and thorough trial of several makes of Incubators, we were forced to dispose of all others, and use your machines exclusively, as we found that they were superior in every way and gave us full satisfaction, hatching strong and vigorous chicks—the kind that live. Our percentage of hatched chicks last season was very high and uniform, and we found no trouble with the machines.

It may interest you to know that our brooder, including the heating system, breeding and laying houses, are built closely on the lines laid out in your plans for such buildings, and we consider them models for any one desiring to build a plant for profit.

Very respectfully yours,

F. L. Braun & Valentine



Views of Donaldson Poultry Farm, New Brunswick, N. J.



Breeding Pens, Laying Houses and Brooding House on the Avondale Poultry Farm, Hayden Lake, Idaho.

"Never Had a Failure"

WASHINGTON AND IDAHO POULTRY CO.

C. B. KING, President

Owners of

H. F. RAU, Manager

"AVONDALE" POULTRY FARM

Barred Plymouth Rocks, S. C. White Leghorns

S. C. Rhode Island Reds, Pekin Ducks, Homer Pigeons

Cyphers Incubator Company, Buffalo, N. Y.—

Hayden Lake, Idaho, July 28, 1908.

I have been running incubators for the last twenty-five years, and during that time have run the Cyphers machines by the side of many other makes. I used my first Cyphers in 1896, and since then have hatched thousands of chicks in them and never had a failure—the machines always doing the best.

Were I installing a new plant today I would put in Cyphers Incubators and equipment. We are using twelve (12) of your machines on this plant. I am enclosing photographs of the plant, one of which represents two trays of chicks just taken from one of your No. 3 machines of 390-egg capacity. There are 326 chicks in the trays. *This good hatch speaks for itself and it is only one of the large number of similar hatches we have made.*

Yours truly,

H. F. Rau.

(NOTE—Reproduction of photograph showing the two trays with 326 chicks is published on page 17 of this book.)

"Hatched About 45,000 Chicks."

Barred Plymouth Rocks
White Plymouth Rocks

ROWE POULTRY FARM AND HATCHERY

White Wyandottes
Rhode Island Reds

New England Headquarters for Pure-Bred Baby Chicks

The Hardy, Vigorous, Quick-Growing Kind

EGGS FOR HATCHING FROM SELECTED LAYERS

FIVE AWARDS ON POULTRY AND BIG BROWN EGGS AT THE 1910 BOSTON SHOW

Cyphers Incubator Company, Buffalo, N. Y.—

Pepperell, Mass., September 10, 1910.

Having operated personally sixteen (16) of your incubators (14 No. 3 and 2 No. 2 machines) *the past few years I feel well qualified in stating that they have demonstrated time and again to be superior to other makes running beside them under the same conditions.* The chicks from your machines are husky little fellows, and give my customers much satisfaction.

I hatched about 45,000 chicks this season, distributing them all over the New England and Middle States, and at this early date have received letters from seven different customers stating that the pullets from the incubator chicks received from me this spring had begun to lay, which speaks well for the vitality of the chicks hatched in the Cyphers Incubators. It is a pleasure to have the privilege of recommending your machines to any one desiring a *simple operating and thoroughly reliable incubator.*

Yours truly,

L. S. Rowe.



Views of Rowe Poultry Farm and Hatchery, Pepperell, Mass.

"Have Proved Entirely Satisfactory"

SILVER SPRING DUCK AND POULTRY FARM

J. P. FOLK, Proprietor

Prime Pekin Ducks for Market

Capacity 100,000 per Season

Cyphers Incubator Company, Buffalo, N. Y.—

Easton, Pa., October 7, 1910.

I take pleasure in informing you that *the fifty-one (51) Incubators of your make that we are using have proved entirely satisfactory.* We are informed that we have the largest and best arranged incubator cellar in this State. It holds 120 machines and in due time *will be filled with your Incubators exclusively.*

We have tried two other makes of incubators and are free to state that your standard machines *are much superior to any others we have used.* Our hatches in your Incubators have always been satisfactory and both the ducks and chicks hatched in them *are invariably healthy.* This is more than can be said of those hatched in some of the other makes of incubators we have tried.

Yours very truly,

J. P. Folk



Views of Silver Springs Duck Farm, Easton, Pa.

"They Have Done Great Work"

THE MANSE FARM

White Pekin Ducks

GEORGE P. HADLEY, Supt.

Broilers and Roasters a Specialty

Cyphers Incubator Company, Buffalo, N. Y.—

Dennis, Mass., September 16, 1909.

We have in our cellar twelve No. 3 Standard Cyphers Incubators, which have proved satisfactory in every way throughout our past hatching season of ducks. *I find that with just half a chance they will hatch every egg that can possibly hatch, and as for hatching chickens they have done great work.*

One of my neighbors set a machine of a standard make, and I set one (the Cyphers) the same day; the eggs used were from the same flock, and I hatched 90 more chicks than he did from the same number of eggs. I had two weaklings in my hatch, and he had ten in his.

I expect to place an order for three more Incubators (No. 3 Cyphers) about October 1st.

Yours respectfully,

GEO. P. HADLEY, Supt.



Photographic Views of Midway Poultry Yards, Santa Cruz, Cal.

"Hatched Several Thousand Chickens"

Single Comb White, Buff and
Brown Leghorns—Whites a Specialty

MIDWAY POULTRY YARDS

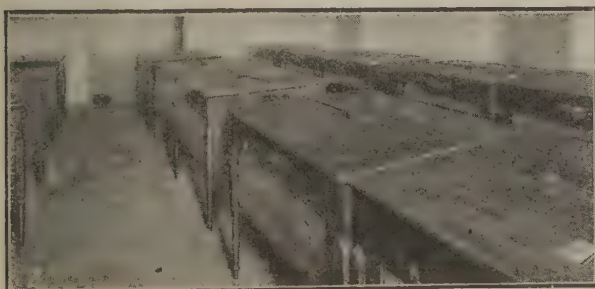
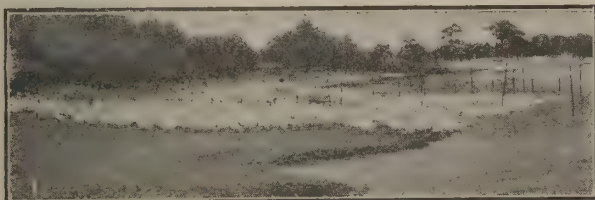
Hatching Eggs and Stock for Sale
Incubator Chicks in Season

Cyphers Incubator Company, Buffalo, N. Y.—

Santa Cruz, Cal., August 4, 1910.

Have now been using your Incubators *for several years and they gave so much better satisfaction* alongside of other makes that I disposed of the other kinds—all of them. *We hatched several thousand chickens* this season and still could not supply the demand. The percentage of fertile eggs that hatch *is much larger in the Cyphers* than in any other make of incubator we have tried, and your machines *invariably give us strong, healthy chicks.*

W. E. Hotchkiss



Photographic Views of Peconic Duck Farm, Riverhead, L. I., N. Y.

"The Cyphers Has Beaten Them All"

PECONIC DUCK FARM

A. B. SOYARS, Proprietor

Superior Pekin Ducks

Cyphers Incubator Company, Buffalo, N. Y.—

Riverhead, L. I., N. Y., September 11, 1910.

After operating your machines for four years, along with some of the leading makes of incubators, we find the Cyphers has beaten them all. The longer I use the Cyphers the better hatches I get out of them. We kept over 400 laying ducks this year, and from them we hatched 20,780 strong, healthy ducklings, which is proof enough of what the Cyphers Incubators are doing for us.

We operate thirty-seven (37) Standard Cyphers Incubators.

Yours truly,

A. B. Soyars

Annual Capacity 100,000 Ducks

WEBER BROTHERS

Breeders of

IMPERIAL PEKIN DUCKS

ANNUAL CAPACITY, 100,000

Cyphers Incubator Company, Buffalo, N. Y.—

Wrentham, Mass., November 1, 1910.

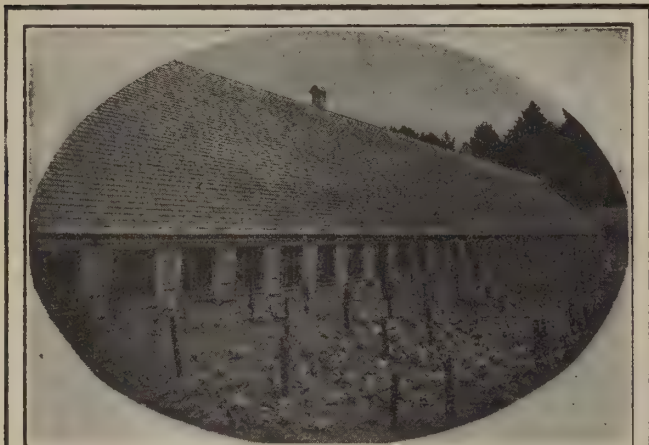
In response to your inquiry as to our continued success with the fifteen (15) No. 3 Cyphers Incubators we **have been using several years**, we want to say that we **never had such phenomenal hatches as we have had in these incubators from beginning to end**. We believe it to be impossible to build a more successful hatching machine and shall always heartily endorse and recommend your incubators to every one who asks for our opinion on the subject.

In our long experience in the poultry business we have had the opportunity to try an experiment with every well-known make of machine on the market **and we have proved to our complete satisfaction that for reliability, uniformity of temperature, simplicity of action and ease of operation, the Standard Cyphers Incubator has no equal in the market today**.

We shall continue to use and endorse your Incubators in the future above all others.

Very truly,

Weber Bros



Views of Weber Bros. 100-Acre Duck Ranch, Pondville, Mass.

No Failure Where "Cyphers" Is Used

THE MAPLEWOOD POULTRY FARM

Farm at Ridgewood Road and
Milburn Ave., Maplewood, N. J.

Poultry and Eggs
Incubator Chicks a Specialty

Incubator Eggs

S. C. White Leghorns
Barred Rocks

Cyphers Incubator Company, Buffalo, N. Y.—

Milburn, N. J., October 3, 1910.

We take pleasure in stating that after another season's work with our Cyphers Incubators **we are more convinced than ever that you have produced a thoroughly practical machine, which if run according to directions will satisfy the most exacting in turning out chicks**. We consider that incubating with your machines is one of the best solved branches of the whole poultry business. We believe that where your Incubators are used intelligently a failure in the business cannot be due to an inability to properly incubate chicks. We believe that no one will make any mistake who uses your machines.

Yours very truly,
MAPLEWOOD POULTRY FARM.

Henry M. Revere



Photographic Views of Park Ridge Poultry and Squab Farm, Park Ridge, Ill.

Bought Carload of Cyphers Foods—The Result

PARK RIDGE POULTRY AND SQUAB FARM

HENRY HAMANN, Manager

Breeders of White Rocks, White Wyandottes, S. C. White Leghorns, S. C. Rhode Island Reds and S. C. White Orpingtons; also Homer Pigeons

Cyphers Incubator Company, Buffalo, N. Y.—

Park Ridge, Ill., July 16, 1910.

After trying other incubators, all of them being comparative failures, we bought one of your No. 3 Standard machines, 1910 make, and when I say that in my judgment your Incubator is the best hatching machine manufactured in this country, I do not think I am making a statement that is unjust. Our experience has been that your machine hatches every hatchable egg put into it. I do not have to worry about it, because it takes care of itself. After adjusting the heat temperature there is nothing more to do but fill the lamp and turn the eggs—the Cyphers does the rest. I have found that your machines will hatch 95 to 98 per cent. of the well fertilized eggs just as easily as 80 per cent.

Next season I shall be in a position to hatch 10,000 chicks with Cyphers Incubators. The past season I bought of you people a carload of poultry food for my birds. Prior to that I bought the various grains on the market and did my own mixing. In buying from you I am saving from twenty to twenty-five dollars a month on my grain bill. I now buy everything of you people because what I get from you is just right—and brings success to me, which is what I am in business for.

Henry Hamann

Yours truly,



Photographic Views of F. S. Keith's Poultry Farm, Easton, Mass.

"Have Used the Cyphers During Last Twelve Years"

F. S. KEITH

Imperial Pekin Ducks
Barred, Buff and White Plymouth Rocks

Day-Old Ducklings and Chicks
Eggs for Sale in Season

Cyphers Incubator Company, Buffalo, N. Y.—

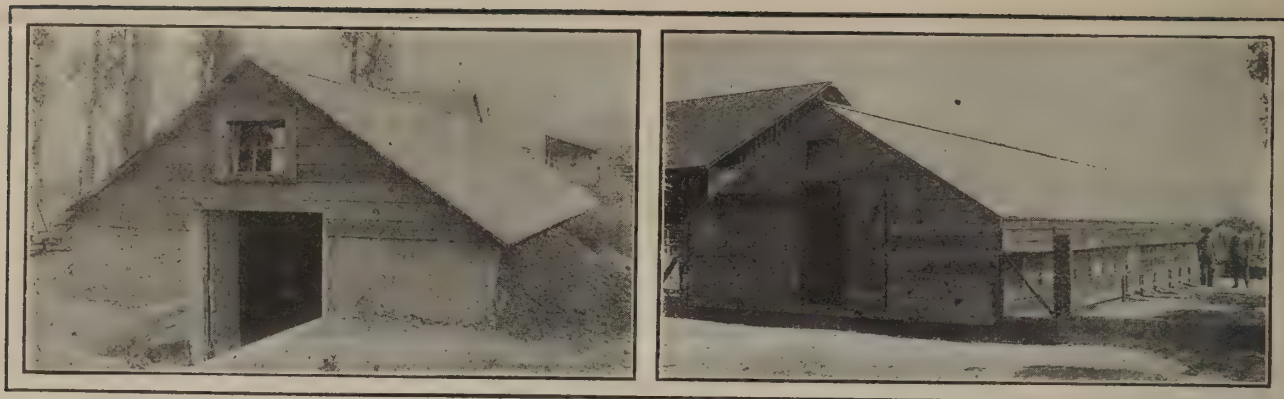
Easton, Mass., April 25, 1910.

I am using twenty-four (24) of your large-size Incubators and have used your machines for years. They give perfect satisfaction in my hands and I intend putting in more of them next season. None other except Cyphers will go into my cellar, as I shall use nothing but your Incubators in future, because I am positive I can get more and stronger ducklings and chicks out of them than any other machine on the market.

I have been operating incubators for the past seventeen years and have used four different makes, both hot-water and hot-air machines. Have used the Cyphers during the last twelve years and have had excellent hatches, both ducks and chickens.

Yours truly,

F. S. Keith



Photographic Views of P. & M. Poultry Farm, Sparks, Nev.

In the Dry Air of Nevada

P. AND M. POULTRY FARM

Single Comb White Leghorns Our Specialty
Other Popular Varieties

Stock and Eggs for Sale in Season

Cyphers Incubator Company, Buffalo, N. Y.—

Sparks, Nevada, August 2, 1910.

All of the new machines have arrived in good shape. The last No. 3 machine to arrive was put to work without delay and the first hatch was a good one—**especially for the very dry air here in Nevada in the month of July.** The hatch came off July 16th, giving us 72 2-9 per cent., which would be a good hatch in this section of the country at the height of the hatching season. Enclosed find picture of our new incubator cellar **which is to contain fifteen (15) No. 3 Cyphers;** also picture of one of our brooder houses, 20 x 50 feet in size. Also photograph of our double-deck laying house, capacity 3,500 hens, **one of the largest poultry houses in America.**

We intend to install eleven (11) more No. 3 Cyphers Incubators this coming fall. **All of your machines have given us the best results of any we have tried.** We never get less than 60 per cent., and a majority of the hatches run closer to 85 per cent., now and then exceeding this high percentage. We are so well pleased with the Cyphers Incubators that **in the future we will use the Cyphers only.**

Yours respectfully, —

PEARCE & MACK

Per

J. E. Pearce

Hatched 19,525 Ducks—"Ducks That Live"

D. B. MENTZER, Proprietor

MENTZER DUCK FARM

W. R. SPRENKLE, Manager

Cyphers Incubator Company, Buffalo, N. Y.—

Waynesboro, Pa., August 3, 1908.

It gives me great pleasure to recommend your machines to the public. They are by far the best machines on the market today. Up to August 1st, **I have hatched 19,525 ducks in your machines. I am sure I would not have hatched that number in any other make. This excellent hatch is not all by any means, for I find that your machines hatch ducks that live—big, strong ones, not little, puny ducks like some incubators hatch.**

I got as high as 237 ducks out of 250 eggs, which I consider very good. **We have thirty of your Standard machines on our plant, and will probably purchase more this winter.** It is a great satisfaction to hatch ducklings in your latest-pattern machine. They need no supplied moisture. They are easy to clean and the nursery drawers make them very handy in removing the ducklings. These are very important items on a large duck plant.

Yours very truly,

W. R. SPRENKLE, Mgr.



A Few of the Thousands of Ducks Raised on the Mentzer Duck Farm, Waynesboro, Pa., and the Incubator Cellar filled with Standard Cyphers Incubators wherein They were Hatched.



Photographic Views of Parkside Poultry Farm, N. P. Easling, Proprietor, Pekin, Ill.

Largest Egg Farm In the Middle West

PARKSIDE POULTRY FARM

N. P. EASLING, Proprietor

SINGLE COMB WHITE LEGHORNS EXCLUSIVELY

Capacity, 1,500 Laying Stock
10,000 Chicks Hatched Yearly

240,000 Market Eggs Sold Annually

Cyphers Incubator Company, Buffalo, N. Y.—

Pekin, Ill., October 2, 1910.

Beg to state that last season I used seven (7) of your 240-egg Cyphers Incubators *with uniform success*. Two of these machines have now been in use five years *and do as good work as ever*. Last spring I had hatches of 202, 206 and 209 chicks from my Cyphers Incubators. There were any number of hatches in the one hundred and nineties. *The worst hatch for the entire season was 167 chicks*. I call this fine work for an Incubator, and it speaks well for the fertility of the eggs and strength of the germs.

Yours very truly,

N. P. Easling



A Photographic View of one of the Houses on Mr. Harris' 1,500-Hen Egg Farm, Mansfield, Mass.

"Paid Over \$400 for Other Makes"

ELM POULTRY FARM

WM. S. HARRIS, Proprietor

Stock and Eggs

1,500 LAYERS

Incubator Chicks for Sale

Breeder and Exhibitor of Record-Laying Strains of S. and R. C. Rhode Island Reds.

Cyphers Incubator Company, Buffalo, N. Y.—

Mansfield, Mass., October 20, 1910.

I have had twenty-five years' experience with several makes of incubators and thus far have found none that can equal the Cyphers. Your Incubator was a success the first time I tried it years ago, and with the continued improvements it is now as near automatic as possible in a device of this kind. *Those who may be in doubt as to what incubator to buy can make no mistake in the Cyphers.* For years my record-layers and prize winners have been hatched in Cyphers Incubators.

Your Incubators are the only ones I am now using. *I paid over \$400 for other makes and gave them a thorough trial.* The Cyphers side by side with the other makes *invariably hatched larger percentages of chickens with less variation in temperature, the eggs being from the same flocks and all other conditions being equal,* aside from the machines themselves. Lastly, I found on investigation with the insurance people *that your safety attachment meets with their approval.*

Yours truly,

W. S. Harris

"Because They Outhatched Other Makes"

MONMOUTH POULTRY FARMS

J. COURTNEY PUNDERFORD, Owner

Breeders, Exhibitors and Exporters of
"Monmouth Strain" S. C. Buff and White Leghorns
Exhibition Birds Always in Stock

EGBERT WILSON, JR., Supt.

Cyphers Incubator Company, Buffalo, N. Y.—

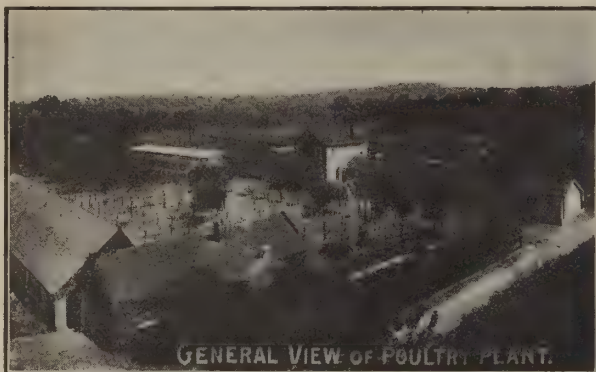
Freneau, N. J., October 24, 1910.

For the past seven years I have been using your Standard Cyphers Incubators, and **from 1905 have run them exclusively, simply because they outhatched other makes which I had in my cellar.** For the past four years three-quarters of my New York and other prize winners **have been hatched in your Incubators.** This past season I have hatched the grandest lot of exhibition Buffs and Whites that I have ever had on my farms.

Your machines are practically self-ventilating and self-regulating and are indeed easy to operate, **and I can heartily recommend them to the fancier as well as to the beginner.** Your brooding system, to my way of thinking, is without an equal, and when you can bring your losses down to 5 per cent. throughout the brooding season I am sure all poultrymen will agree with me **that there is great merit in the system used.**

Yours very truly,

J. C. Punderford.



GENERAL VIEW OF POULTRY PLANT.



COMBINATION BUILDING, Incubator Cellar.
Food Storage House. Sleeping Rooms. Nursery Brooders. Cold Brooders.



MAIN BROODER HOUSE.



LAYING HOUSES No. 1 AND No. 2

Views on Monmouth Poultry Farm, Freneau, N. J.

"Strongest Lot of Chicks I Ever Saw"

GRANITE STATE POULTRY YARDS

H. L. & H. W. PEASLEE, Proprietors

Breeders of White Wyandottes for Fancy and Utility

Cyphers Incubator Company, Buffalo, N. Y.—

Bedford, N. H., July 15, 1909.

We have hatched 10,380 chickens in eleven (11) of your Incubators this season. We think the Cyphers Incubators are as near self-regulating and self-ventilating as any on the market at the present time. We also have one of your Brooder House Heaters, and think that any one wanting to raise 500 chicks or more should have one; also an Electric Regulator, as this will save a lot of time and bother. Wishing you much success, we are,

Yours truly,

H. L. & H. W. PEASLEE.

"Do Good Work Under All Conditions"

COOLEY & COMPANY

(Incorporated)

BABY CHICKS

John W. Cooley
Elden E. Cooley
T. J. Middleton

Cornell-Cooley Strain White Leghorns,
Victor Barred Plymouth Rocks and
Rhode Island Reds

Cyphers Incubator Company, Buffalo, N. Y.—

We have thirty (30) of your large-size, 390-egg machines that have been in operation all this season and our hatches have been very good. These machines are all running at the present time, **and although the weather is very warm, the chicks come out strong and healthy** and stand shipping quite well.

Have run your Incubators winter and summer, in wet weather and dry weather, and they do good work under all conditions. We **have sold many thousands of Cyphers-hatched chicks**, shipping them to nearly all parts of the country—as far West as Michigan, as far South as Texas, and **being well hatched they live and give satisfaction.**

Yours truly,

Frenchtown, N. J., July 12, 1910.

Elden E. Cooley

Manager.



Photographic Views on Cooley Poultry Farm, Frenchtown, N. J.

Using Fifty Cyphers Brooders

STRAFFORD POULTRY FARM

HENRY D. RILEY, Proprietor

BREEDER OF PRIZE-WINNING BARRED PLYMOUTH ROCKS

Cyphers Incubator Company, Buffalo, N. Y.—

Strafford, Pa., April 27, 1910.

Being a firm believer in all your methods for the advancement of the poultry industry and your fair and square way of always doing business, I feel that I would like to write and at least let you know how you have helped me.

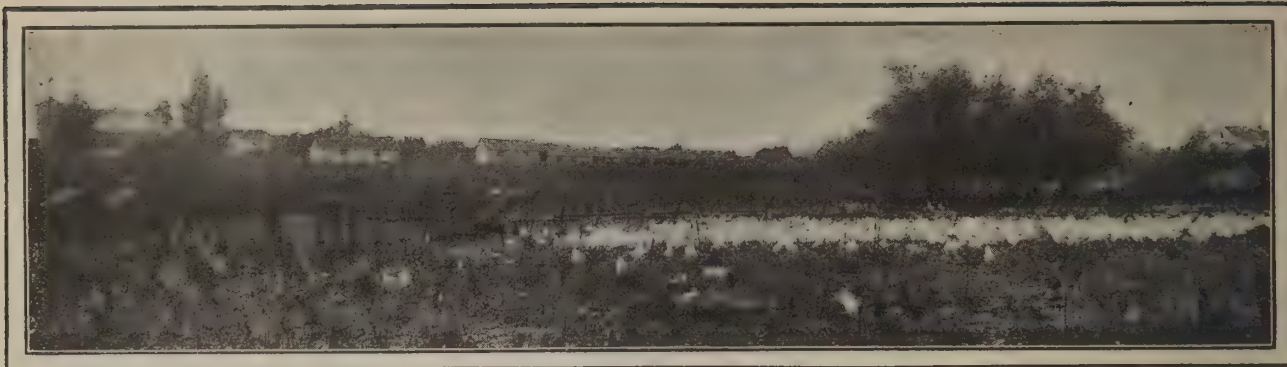
Five years ago I equipped my plant entirely with goods of your make and I have never had cause to regret it. I have ten (10) of your No. 3 Incubators, and about fifty (50) of your Style A Outdoor Brooders, **and they have given me entire satisfaction.** I think I can truthfully say that the Cyphers Incubator Company has been a big help to me in gaining the reputation that I think I now have. **It is always a pleasure to recommend your Company and your goods to my friends and customers.**

Yours very truly,

Henry D. Riley



Photographic Views of Strafford Poultry Farm, Strafford, Pa. The left view shows the Incubator Cellar equipped with 10 No. 3 Standard Cyphers Incubators. The right-hand picture is a partial view of the Brooder House furnished with Cyphers Brooders.



Photographic view of Oak Ranch Poultry Farm, W. R. Thomas, Proprietor, Petaluma, Cal.

"Average To Hatch About 90 Per Cent."

W. R. THOMAS, Proprietor

OAK RANCH

S. C. WHITE LEGHORNS

Cyphers Incubator Company, Buffalo, N. Y.—

Petaluma, Cal., September 3, 1910.

The continued use of the Cyphers Incubators confirms me in the favorable opinion I had formed of them. At present I have nine (9) of these machines, *and I find that they give better hatches than any others I have ever tried.* I secure uniformly a good percentage of *strong, healthy chicks* from the fertile eggs. I average to hatch about 90 per cent. of all fertile eggs I entrust in your machines. *Your Incubators are simple and very easy to operate.* The nursery trays are a very great convenience, making it easy to remove the chicks from the machine. Yours very truly,

W. R. Thomas

"The Only Machine Made That Will Do It"

W. H. BENTLEY, Proprietor

BENTLEY OSTRICH FARM FEATHERS, PLUMES, BOAS, ETC.

Cyphers Incubator Company, Buffalo, N. Y.—

San Diego, Cal., June 26, 1909.

After seven years' use the Ostrich Egg Incubator I bought of you is still doing first-class work. I so far this year hatched 92 per cent. of the fertile eggs, and they are all good, strong chicks. The Cyphers Incubator is the only one made that will do so, as far as I have investigated, and I have tried a great many makes. I spent a great many years experimenting, but after getting a Cyphers I found that the experimental stage was over, and have now got down to business and raise more chicks than all my competitors in the State, all because of your machine. If I had to give up the Cyphers I would give up the business with it.

Yours very truly,

W. H. BENTLEY.



Photographic views of Bentley Ostrich Farm, W. H. Bentley, Proprietor, San Diego, Cal.

FOREMOST POULTRY BREEDERS OF AMERICA

SOMETHING ABOUT INDUSTRY IN WHICH THEY ARE ENGAGED
AND A FAIR REPRESENTATION OF THE MEN THEMSELVES

ON THIS PAGE are shown recent likenesses of two men who became identified with the Poultry Industry of America fifty to sixty years ago—I. K. Felch, Natick, Mass., aged seventy-seven years, and J. Y. Bicknell, Buffalo, N. Y., who is in his seventy-sixth year.

The first recorded poultry exhibition in America was held at the Public Garden, Boston, Mass., November, 1849, under the management of a newly organized society known as "The New England Society for the Improvement of Domestic Poultry." His Excellency, Geo. N. Briggs, Governor of Massachusetts, headed the list of members of the new society. At this Show the fowls were judged by the comparison system, *i. e.*, by comparing one fowl with another.

The first printed "Standard of Excellence" was published in London, England, about 1865, by authority of the London Poultry Club. In 1874 the Poultry Club published a second edition of the English "Standard of Excellence in Exhibition Poultry," to which was added the earliest American Standard. This book was edited by W. B. Tegetmeier, F. Z. S.

The first "Standard of Excellence" published in the United States was issued by A. M. Halstead of New York in 1867, "as adopted by the American Poultry Society, being a reprint of the same as compiled and adopted by the London Poultry Club, with illustrations and additions, adapting it to America."

From the middle fifties down to the present time, Mr. Felch has been prominently identified with the development of the Standard-bred Poultry Industry of the English-speaking world. On account of his valuable writings and long, active experience, he has been called "The Sage of Natick" and "Nestor of Poultry Culture in America." Mr. Felch still attends poultry shows, contributes to the poultry press, acts as judge and



I. K. FELCH.
Nestor of Standard - Bred
Poultry in America.

breeds and sells choice specimens of his favorite varieties.

Mr. Bicknell began breeding thoroughbred poultry in 1848. He then lived on a farm near Clinton, N. Y., and induced his father to buy for him two dozen eggs of the "Brahma Pootras" and "Shanghais" from T. B. Miner, at Clinton. For more than half a century, Mr. Bicknell, as breeder, judge and writer, has been a staunch and helpful friend of fine fowls.

In 1873-1875, Mr. Bicknell was one of the foremost breeders of the popular varieties of "pure-bred poultry" then before the public, and during those years he and Mr. Felch rendered valuable service in helping to organize the American Poultry Association and in compiling the first authorized editions of the Standard of Perfection. The American Poultry Association was formally organized at Buffalo, N. Y., February 15, 1873.

The first "Standard of Excellence" authorized by the American Poultry Association was published in 1874, but this edition was declared obsolete within a year's time, on account of general crudeness, and in 1875 a larger and better book was issued—this 1875 edition being the solid foundation of our present Standard of Perfection.

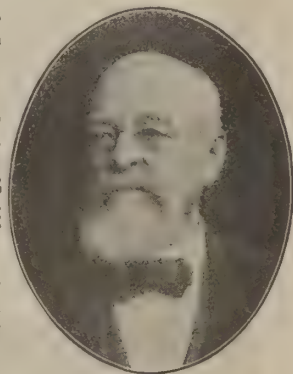
In the first American Standard (1874 edition) sixty-eight varieties of chickens, turkeys, ducks and geese were described. In our present Standard one hundred and thirty-two varieties are represented. The first book contained 102 pages, $4\frac{1}{2} \times 7$ inches, with one illustration; the present Standard (1910 edition) consists of 320 pages, $5\frac{1}{2} \times 8$ inches, and contains one hundred and twenty-six pictures, ninety of which are elegant full-page illustrations, including five plates showing the feathers of popular varieties of fowls in the natural colors.

Messrs. Felch and Bicknell have lived to see the poultry exhibitions and poultry societies of 1850-1865 increase *more than one hundred to one!* Shows then were small; now they tax the capacities of the largest halls in our great cities. A number of specialty clubs at present have more members than the grand total of all poultry "fanciers" in the United States fifty years ago.

The first poultry paper published in America was the Poultry Bulletin, "issued monthly by the Executive Committee of the New York State Poultry Society," at 27 Chatham St., New York City. Mr. Bicknell was a member of the committee and Mr. Felch was an early contributor to the "Bulletin," his name being listed in the initial number as vice-president of the North-Western Poultry Association, Chicago, Ill., where he lived at that time. The first issue of Poultry Bulletin was published in April, 1870. It was 9 x 12 inches in size and consisted of eight pages, without cover.

At present there are more than fifty poultry journals published in the United States devoted exclusively to the profitable raising of poultry, seven or eight of which put out regular editions each season that consist of from 112 to 172 pages, the customary size of page being 9 x 12 inches.

The foregoing condensed statement of facts will give the reader some idea of how rapid has been the growth of the Poultry Industry of America. In this connection special attention is called to the substantial appearance of the men whose portraits are shown on the ten or twelve pages next following. These men are fairly representative of the class of citizens in the United States and Canada now engaged in the production of Standard-bred fowls.



J. Y. BICKNELL.
Began Breeding Fine Fowls
62 Years Ago.



OWEN FARMS

WM. BARRY OWEN, Proprietor

MAURICE F. DELANO, Manager

BREEDERS OF

WHITE, BLACK AND BUFF ORPINGTONS, WHITE, BARRED AND BUFF PLYMOUTH ROCKS,
WHITE WYANDOTTES, S. AND R. C. RHODE ISLAND REDS

Vineyard Haven, Mass., June 11, 1910.

Cyphers Incubator Company, Buffalo, N. Y.—

It gives us pleasure to state that *for a period of several years* we have used your incubators, brooders and various poultry supplies consisting of chick foods, beef scrap, alfalfa, insecticides, disinfectants and various appliances *with uniformly good results* and therefore we can heartily recommend them to large and small users of same *as the best on the market*.

Hundreds of grand exhibition and breeding birds have been hatched by us in your machines, including many of the great national winners. Cyphers Incubators have distanced all other makes tested by the writer *during the last twelve years*.

Our business here has developed into such large proportions that *we shall use more of your goods during the coming year than we have ever used before*, as people all over the country have come to appreciate the fact that our flocks in our various varieties are the leaders, both from the exhibition and utility standpoint.

With cordial wishes that the season of 1910-1911 will be the most prosperous that you have ever had, we are,

Very truly yours,

OWEN FARMS,

Maurice F. Delano.

Manager

MAURICE F. DELANO,
Manager Owen Farms.



WM. BARRY OWEN,
Proprietor Owen Farms.

ing the coming year than we have ever used before, as people all over the country have come to appreciate the fact that our flocks in our various varieties are the leaders, both from the

Photographic views herewith show only a small part of the great Owen Farms—the largest standard-bred poultry establishment in the world. At the last New York and Boston shows (1909-1910) Owen Farms won 151 regular prizes on Barred and White Plymouth Rocks, White Wyandottes, and White, Buff and Black Orpingtons in very strong competition, a record never before equalled at these shows.





Winners in the East

U. R. FISHEL, Originator

FISHELTON

The Home of Fishel's

"The Best in the World"

WHITE PLYMOUTH ROCKS

Hope, Ind., October 20, 1910.

Cyphers Incubator Company, Buffalo, N. Y.—

Have just arrived home from the Great Hagerstown Fair, October 11-14, where is held every year **one of the greatest poultry shows in America**—the entries this year numbering **nearly 7,000 birds**.

I wish to write you of my success in winning with Fishelton White Rocks **hatched this season in Cyphers Incubators and reared in Cyphers Brooders**. My winnings at Hagerstown were: First and third cockerels, first pullet and first breeding pen. The first cockerel was one of the attractions of the show, **winning special for best Plymouth Rock in the show in a class of nearly 400 Plymouth Rocks**.

In addition to the above prizes on young birds, **we also won on old birds**: First and second cocks, first and fifth hens and second pen, together with many specials.

Every one of these prize winners was hatched by me in Cyphers Incubators, and the same is true with but very few exceptions of all prize winning birds **exhibited and sold by me during the last ten years**. You may publish this fact and welcome.

Very truly yours,

U. R. Fishel,

Winners in the West

U. R. FISHEL, Originator

FISHELTON

The Home of Fishel's

"The Best in the World"

WHITE PLYMOUTH ROCKS

Cyphers Incubator Company, Buffalo, N. Y.—

Hope, Ind., October 29, 1910.

I am pleased to say that all of my winners at the Indiana State Fair, 1909, were hatched in Standard Cyphers Incubators and reared in Standard Cyphers Brooders. At this Fair I won all firsts, all seconds and four out of a possible five thirds—competition open to the world.

We reared on the home farm this year over three thousand White Plymouth Rocks **and every one of them was hatched in Cyphers machines**. We never had before as large, strong, vigorous birds as we have this season.

The first and most important thing to get **good, strong chicks** is to have vigorous breeding stock, then use good, reliable machines to hatch and brood them in. With these **three essentials** no one should fail to rear good birds.

Wishing you success the coming season, I remain,

Yours very respectfully,

Mr. Fishel is today America's foremost specialty breeder of standard-bred fowls, judged by the number of fine birds produced and sold, his annual sales reaching nearly \$50,000 for the season of 1909-1910.

U. R. Fishel,





Ernest Kellerstrass.

Kellerstrass Poultry Farm

ERNEST KELLERSTRASS, Proprietor

ORIGINATORS OF

SINGLE COMB CRYSTAL WHITE ORPINGTONS

The Big Winter Layers

Breed Only The One Kind

First Prize Three Years in Succession at Madison Square Garden,
New York. First Prize Two Years in Succession at
Crystal Palace Show, London, England

Export Orders Solicited and Safe Arrival Guaranteed

Stock for Sale—Eggs in Season

Send for Catalogue

Kansas City, Mo., U. S. A., September 27, 1910.

Cyphers Incubator Company, Buffalo, N. Y.—

I use nothing but Cyphers Incubators for hatching Crystal White Orpingtons on Kellerstrass Poultry Farm, and my finest birds are hatched in them. Yes, the five birds from which I sold eggs at \$10.00 each this season were hatched in Cyphers Incubators. The little hen that reproduced herself in less than six months time was also hatched in a Cyphers Incubator, as well as her mother.

Can report also that 92 per cent. of the 222 White Orpington hens from which I sold during the spring of 1910, 4,534 eggs at \$2.00 per egg or for \$9,068.00, ***were hatched in Cyphers Incubators.***

The famous hen "Peggy" which I valued at \$10,000.00 and would not have sold for a less sum, was hatched in one of your incubators, ***also the five White Orpingtons that I sold to Madame Paderewski, for \$7,500 cash in hand.***

We use no other make of incubator on my farm and we cannot afford to waste the time of hens acting as sitters and brooding mothers; ***therefore, every chick hatched on Kellerstrass Farm is hatched in Cyphers Incubators.***

Thanking you for past favors, I remain,
Yours truly,

Ernest Kellerstrass



Kellerstrass Poultry Farm for the year ending June 30, 1910, sold more than \$37,000 worth of White Orpington fowls and eggs, and made a profit of \$18,178.53. For every bird that left the farm during the year an average price of \$20.68 was received, and for all eggs sold the average price obtained was \$1.99 $\frac{2}{3}$ each. Five birds shown herewith are the ones from which Mr. Kellerstrass sold eggs at \$10.00 each or \$150 per sitting.



FOREMOST AMERICAN POULTRY BREEDERS

"CHICKS FROM MY BEST MATINGS"

A. C. Hawkins, Lancaster, Mass., Breeder of "America's Best" Plymouth Rocks and Wyandottes:—"Have used your Incubators and Brooders with good success and have always found your Poultry Supplies of the best quality and reliable. *Chicks from my best matings have been hatched in Cyphers Incubators, winning prizes for me and my customers. I believe your Company always gives its patrons good value for their money.*"—May 6, 1910.

"PRACTICALLY ALL MY WINNERS"

F. C. Shepherd, Toledo, Ohio, Buff Plymouth Rock Specialist:—"I have used Cyphers Incubators exclusively since 1899 and have never had what might be called a poor hatch with them. Have repeatedly obtained 90 and 90½ per cent. hatches. *Practically all of my prize-winners have been hatched in your machines. I buy all of my poultry supplies from you except egg boxes and baskets.*"—May 5, 1910.

"HUNDREDS OF PRIZE-WINNERS"

W. W. Kulp, Pottstown, Pa., Brown Leghorns, Barred and White Rocks, White Wyandottes and White Leghorns:—"Have been a user of Cyphers Incubators (also Brooders) for ten or twelve years, hatching thousands of the strongest chicks; I ever hatched, including hundreds of prize-winners; several at Madison Square Garden, New York. Several of my neighbors, after trying cheaper machines, put in Standard Cyphers and then were satisfied."—May 25, 1910.

"EVERY ONE OF THESE BIRDS"

Thos. F. Burns, Colorado Springs, Colo., White Orpington Specialist:—"Have had nothing but the best of results since I began using your Incubators and Brooders. At the 13th Annual Show, Pike's Poultry Association, I won on White Orpingtons 1st pen, 1st hen, 1st cockerel, 3rd cock, 3rd hen, 3rd pullet, 3rd pen, also 4th pullet, 4th cockerel and 4th pen, every one of these birds being hatched in your Incubators and raised in your Brooders."—June 22, 1910.

"136 CHICKS FROM 139 EGGS"

Chas. C. Coulter, Frankfort, Ind., R. C. Rhode Island Reds:—"Last Tuesday I took off a hatch from my No. 1 Cyphers, obtaining 136 chicks from 139 tested eggs. We have now about 825 chicks and want to hatch 500 in June. *Have not lost over 35 chicks in all.*"—May 13, 1910.

"CONSIDER THEM THE VERY BEST"

S. A. Noftzger, North Manchester, Ind., Partridge Plymouth Rock Specialist:—"It affords me great pleasure to recommend Cyphers Incubators and Brooders, as well as your other products. I use your Food Products and Poultry Supplies and consider them the very best. *Have repeatedly recommended them to my friends.*"—April 30, 1910.

"WOULD HAVE GIVEN UP BUSINESS"

E. M. Monsees, Beaman, Mo., Rose Comb Rhode Island Reds:—"If it were not for discovering the Cyphers Incubator, I would have given up the poultry business. I tried other makes, supposed to be the most successful machines made, but they could not hold a candle to the Cyphers. Have now used the Cyphers three years and do not hesitate to recommend them to my friends, also to customers who write me asking what incubator I advise them to buy."—June 10, 1910.

"OWN MANY PRIZE-WINNING BIRDS"

Geo. W. Hey, Raceville, N. Y., Black Minorca Specialist:—"I own many prize-winning birds that have been hatched in Cyphers Incubators and raised on Cyphers Poultry Foods. It is child's play to run a Cyphers Incubator, as they are so automatic and easy to handle and can be regulated to perfection by any one. They are self-ventilating and need no supplied moisture other than that furnished the egg by the hen."—May 30, 1910.

"WITH CYPHERS-HATCHED ORPINGTONS"

John J. Rowe, Coal Bluff, Ind., S. C. Rhode Island Reds and Buff Orpingtons:—"Have used Cyphers Incubators two seasons and find their hatching qualities all that can be desired. Much prefer the Cyphers to other makes I have used. The past season I hatched all my prize-winners—also winners for customers—in your Incubators. At Terre Haute, with Cyphers-hatched Orpingtons, I won 2, 3 cockerels, 1, 3 pullets, 1 hen and 1 pen."—June 24, 1910.

"YOUR SEALED-BAG POULTRY FOODS"

Wible Bros., Chanute, Kansas, White Plymouth Rocks and White Wyandottes:—"We have been using your sealed-bag Poultry Foods and general supplies for some time past, and with them have been able to produce some of the very best birds that have been shown in this country. Our experience has been such that we shall continue to use these products, and we highly recommend them to enterprising poultrymen."—April 30, 1910.



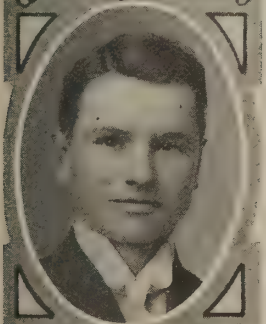
A. C. HAWKINS



W. W. KULP



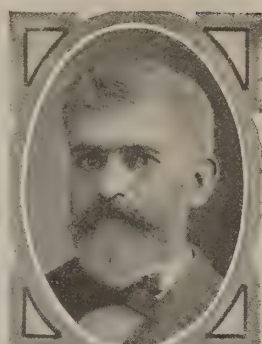
CHAS. C. COULTER



E. M. MONSEES



L. H. WIBLE



F. C. SHEPHERD



THOS. F. BURNS



GEO. W. HEY

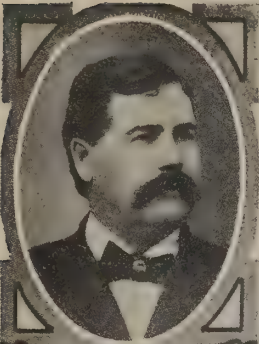


JOHN J. ROWE



J. M. WIBLE

FOREMOST AMERICAN POULTRY BREEDERS



EDWARD H. KNAPP



F. S. NICHOLSON



G. A. CLARK



C. S. BYERS



W. EDWARD GAGE

"BETTER WORK THAN TRUSTY HENS"

Edward H. Knapp (Knapp Bros.), Fabius, N. Y., White Wyandotte and S. C. White Leghorn Specialists:—"Speaking from twenty-five years' personal experience with incubators, I do not see how the Standard Cyphers—latest improved—can be further improved upon. The best results we have ever obtained by the use of incubators, both in numbers and quality of chicks, have been by the use of your machines. For us they have done better work than trusty hens."—October 20, 1910.

"TO ANY ONE, EXPERT OR NOVICE"

W. S. Russell, Ottumwa, Iowa, Barred Plymouth Rock Specialist:—"The Standard Cyphers Incubator has been used by me during the past six years, and I have always found it to be non-moisture, self-ventilating, and the regulator is the best I have ever used. Am pleased to recommend the Cyphers to any one, expert or novice, who wants a first-class Incubator."—October 19, 1910.

"MANY WINNERS FOR CUSTOMERS"

F. S. Nicholson, Otisville, N. Y., Barred Plymouth Rock Specialist:—"Have used your Incubators and Brooders the past ten years. They have produced for me birds that won highest honors at Boston, Mass., Johnstown and Troy, N. Y., Hagerstown, Md.; also many winners for my customers."—July 15, 1910.

"AS A BUSINESS PROPOSITION"

J. C. Punderford, Freneau, N. J., S. C. White and Buff Leghorns, White and Buff Plymouth Rocks:—"Three-fourths of our winners at New York and other Shows last season were hatched in Cyphers Incubators. First we tested five of your incubators with eleven others of five different makes. Your machines so far outclassed the others, both as to number and strength of the chicks hatched, that two years ago we discarded all but yours, doing so strictly as a business proposition."—October 24, 1910.

"NEW YORK, ST. LOUIS, CHICAGO"

G. A. Clark, Seymour, Ind., Rose Comb Minorca Specialist:—"We have hatched in Cyphers Incubators and brooded in Cyphers Brooders R. C. Minorcas that won first prizes at Madison Square Garden, New York, at St. Louis, Mo., at Chicago and many other Shows. Our cockerel that won the American Poultry Association medal this year was hatched and brooded in Cyphers machines. We have several of them in use and entrust our best eggs in them without hesitation."—April 28, 1910.

"CHICAGO, INDIANAPOLIS, CINCINNATI, ETC."

Edwin R. Cornish, Ann Arbor, Mich., Rhode Island Red Specialist:—"Have been using your Incubators and Poultry Foods for the past seven years. Your Incubators have always proved satisfactory. Have never had a really bad hatch with one of your machines. A large proportion of my prize-winners at Chicago, Indianapolis, Cincinnati, Milwaukee, Toledo, Detroit, etc., the past several years have been hatched in your Incubators and raised on Cyphers Company's Foods."—June 4, 1910.

"DURING MY TWELVE YEARS' EXPERIENCE"

C. S. Byers, Hazelrigg, Ind., Buff, Black and White Orpingtons:—"During my twelve years' experience breeding high-class White, Buff and Black Orpingtons, have found that no other incubators have proved so efficient and durable for hatching and rearing prize-winning birds by artificial means as the Standard Cyphers Incubators and Brooders. Can heartily endorse your goods for fancier and market poultryman alike."—October 22, 1910.

"WITH THESE BIRDS HAVE WON"

A. M. Wilber, Cleveland, Tenn., White Leghorn Specialist:—"During the last ten years all of our hundreds of prize-winners have been hatched in Standard Cyphers Incubators and reared in your Brooders. A majority of our chicks have been raised on your Chick Food. With these birds have won our full share of the blue ribbons in such noted Southern Shows as Atlanta, Ga., Birmingham, Ala., Charlotte, N. C., Louisville, Ky., Charleston, S. C., Nashville, Knoxville and Chattanooga, Tenn., etc."—June 27, 1910.

"HATCHED 700—"LOST EIGHTEEN"

Gage & Huston, Williamsport, Pa., Barred Plymouth Rocks, S. C. Buff Leghorns:—"To date we have hatched 700 chicks and lost but eighteen—all hatched in Cyphers Incubators, reared in Cyphers Brooders and fed on Cyphers Foods. Our 3rd prize Barred Rock cockerel, Rochester, N. Y., December, 1909, and 5th prize cockerel at the Great A. P. A. Show, Williamsport, Pa., same month, also our 1st and 2nd Buff Leghorn cocks at Elmira, N. Y., January, 1910, and 1st hen, 1st cock, and 1st pullet, Rochester, N. Y., December, 1909, were hatched in your Incubators, reared in your Brooders and fed on your Foods. This is conclusive proof to us that we are on the right track in using Cyphers Company's goods."—June 22, 1910.



W. S. RUSSELL



J. C. PUNDERFORD



EDWIN R. CORNISH



A. M. WILBER



JAMES T. HUSTON

FOREMOST AMERICAN POULTRY BREEDERS

"BEST RINGLET EGGS IN CYPHERS"

E. B. Thompson, Amenia, N. Y., Originator, Ringlet Barred Plymouth Rocks:—"During my nearly thirty years' experience in breeding exhibition Ringlet Barred Rocks, I have never seen or used the equal of Cyphers Incubators and Brooders. I feel safe in putting my best Ringlet eggs in the Cyphers, whereas I would not trust them in a machine in which I did not have perfect confidence. Your Incubator runs to perfection and is practically a perfect hatcher."—August 1, 1908.

"ALL WINNERS LAST TEN YEARS"

Chas. V. Keeler, Winamac, Ind., White Wyandotte Specialist:—"For the last dozen years I have used your Incubators and have found them perfectly satisfactory. The feeding of your Poultry Foods from shell to show-room insures perfect show birds when matured. All of the hundreds of prize-winners that I have exhibited and furnished for my customers the last ten years in America, England, South Africa and New Zealand have been hatched in Cyphers Incubators and raised in Cyphers Brooders."—May 25, 1910.

"GOODS AND COMPANY ALL RIGHT"

D. T. Heimlich, Jacksonville, Ill., Barred and White Plymouth Rocks, White Wyandottes and S. C. Rhode Island Reds:—"I always speak a good word for the Cyphers Incubator and the Cyphers Incubator Company because I know that the goods and the Company are all right. In all my experience as a judge, traveling over the country, I have never heard a complaint against your Incubator. Often make it a point to ask what machine is being used. You are to be congratulated."—April 25, 1910.

"AND THEY DO THE WORK"

F. D. Read, Fall River, Mass., S. C. Rhode Island Red Specialist:—"Many of your Incubators are in use in this section and they do the work required of a first-class hatching machine. For a number of years I have used your Poultry Foods and Poultry Supplies. Have always found them very satisfactory and it is a pleasure to do business with your Company."—May 8, 1910.

"BY FAR THE BEST HATCHES"

Dr. I. W. Hall, Camargo, Ill., Barred Plymouth Rock Specialist:—"Have used three other makes of incubators. Yours gives me by far the best hatches. Used one hot-water machine, but with disastrous results, hence discarded it. Am using your Chick Food, Developing Food, Laying Food and high-protein Beef Scraps with excellent results."—May 5, 1910.

"FIRST-PRIZE ORPINGTON COCKERELS"

Wm. Cook & Sons (by P. A. Cook), Scotch Plains, N. J., Originators of the Orpington Fowls:—"We set about forty hens this season for comparison and found that our Cyphers Incubators hatched a bigger percentage of fertile eggs than the hens did. In one case a customer in California purchased 100 eggs from us, put them in one of your machines and hatched every fertile egg, getting 87 chicks. Our first-prize Madison Square Garden, New York, 1909, White and Black Orpington cockerels, were hatched in one of your Incubators."—October 28, 1909.

"NEVER FAIL TO RECOMMEND THEM"

Herbert J. A. Bodine, Black Rock, Conn., White Wyandotte Specialist:—"It gives me much pleasure to endorse Cyphers Incubators. Your Incubators and general Poultry Supplies have given me entire satisfaction and I never fail to recommend them to my friends."—May 3, 1910.

"NEEDS NO EXCESS MOISTURE"

A. J. Stanbury, Newport, Tenn., S. C. Rhode Island Red Specialist:—"Have been using a Cyphers Incubator for two years and it has given entire satisfaction. Have found it very little trouble to operate, as it is self-regulating, self-ventilating and needs no excess moisture. Have hatched fine prize birds in your machine."—June 21, 1910.

"FIVE YEARS WITH UNIFORM SUCCESS"

P. W. Noyes, New London, Conn., Buff Plymouth Rock Specialist:—"I have used your sealed-bag Poultry Foods for the past five years with uniform success. Tried several other kinds, but, judging by experience, I consider your feeds the best as I can raise larger, stronger and healthier fowls with their aid."—May 24, 1910.

"SPECIALTY OF SHOW BIRDS"

Kemp & Waterman, London, Ont., Can., Exhibition Buff and Black Orpingtons:—"We cannot speak too highly of Cyphers Incubators and Brooders. Have used five makes of incubators, but none of them has equalled the work of the Cyphers. We make a specialty of show birds and have won in the past five years at the big Ontario Winter Show—one of the largest shows in America—more specials and champion ribbons than any other breeder in Canada, doing this with birds that were hatched in Cyphers Incubators. At present we have chicks four months old that weigh 4½ and 4¾ pounds each that were raised in a Cyphers Brooder."—June 20, 1910.



E. B. THOMPSON



D. T. HEIMLICH



DR. I. W. HALL



A. J. STANBURY



R. W. KEMP



CHAS. V. KEELER



F. D. READ



HERBERT J. A. BODINE



P. W. NOYES



W. A. WATERMAN

FOREMOST AMERICAN POULTRY BREEDERS

"TWENTY- EIGHT BIRDS AT BOSTON "

Wm. McNeil, London, Ont., Can., Canada's Most Successful Exhibitor:—"I showed twenty-eight birds at Boston last winter, *all hatched in your machines*. They won twenty-eight first prizes and all the specials offered on their varieties. *I can highly recommend your machines to any one who wants large, strong chicks.*"—August 6, 1908.

"ALL WERE HATCHED IN CYPHERS "

Geo. H. Northup, Raceville, N. Y., Black Minorca Specialist:—"Have used Cyphers Incubators since 1903, *increasing the number of machines every year since*. Last year we sold one of our Rose Comb Black Minorca breeding cocks for \$300 and quite a number of S. C. cocks for \$100 each, *all of which were hatched in Cyphers Incubators.*"—August 24, 1908.

"BRED AND SOLD MANY WINNERS "

N. V. Fogg, Mount Sterling, Ky., White Leghorn Specialist:—"My hatches this season with the Cyphers Incubators *have been very satisfactory*. I find them automatic in regulation, self-ventilating, and they do not require supplied moisture. Have bred and sold many prize-winners, every one of which for the last three years have been hatched in Cyphers Incubators and raised in a brooding house equipped with your hot-water heater and electric regulator."—June 15, 1910.

"WHAT WE PARTICULARLY LIKE "

C. B. Snavely, Lititz, Pa., S. C. White Leghorns and S. C. Rhode Island Reds:—"It gives us pleasure to recommend your Incubators to the poultry public. *Have run them side by side with other leading makes and know whereof we speak*. Have shipped baby chicks hatched in your machines as far North as Vermont and as far West as Michigan with perfect success. *What we particularly like about Standard Cyphers Incubators is their dependability.*"—June 13, 1910.

"JUST AS GOOD, IF NOT BETTER "

Chas. Earle Hart, Elmira, N. Y., White Orpington Specialist:—"Until last season I depended upon hens to do all my hatching. Last February I bought two Cyphers Incubators and *results have proved that I did right*. Divided my best eggs between hens and incubators and raised the chicks together. *Your Incubators not only gave me better hatches, but the incubator chicks are just as good if not better than the hen-hatched ones. If they were not toe-marked no one could tell them apart.*"—September 22, 1910.

"WON SEVENTY-ONE FIRST PRIZES "

B. F. Kahler, Hughesville, Pa., Columbian and Silver Penciled Wyandotte Specialist:—"I showed at the Williamsport (Pa.) A. P. A. Show 50 entries, at the State College Show 16 entries, at Lititz three entries and at Bloomsburg Show, 40 entries. At these Shows I won 71 firsts, 13 seconds, 9 thirds, 4 fourths and 2 fifth prizes. *With very few exceptions, all these winners were hatched in Cyphers Incubators and reared in your Brooders.*"—June 27, 1910.

"WITH WHICH I WON FIRST "

Frank Langford, Nashville, Tenn., Rhode Island Red Specialist:—"It may interest you to know that the cockerel *with which I won first at Jamestown and also at Madison Square Garden*, was hatched in a Cyphers Incubator and raised in a Cyphers Style A Brooder. This Brooder has been in use seven years and is still good. I have used most of your poultry supplies and found them perfectly satisfactory. Your baby Chick Food is especially clean and sound."—October 27, 1910.

"GOOD, STRONG, LIVABLE CHICKS "

Arthur A. Hunter, Merchantville, N. J., R. C. Rhode Island Red Specialist:—"After testing several of the different prominent makes of incubators, *my experience has proved that the Cyphers has no equal for producing good, strong, livable chicks*. All birds shown by me as per my last mating list, were hatched in your Incubators. Also used Cyphers Chick Food and find it superior to any other I have tried."—May 23, 1910.

"HAVE CHANGED FROM OTHER FOODS "

Walter E. Holmes, Oshkosh, Wis., Rhode Island Red Specialist:—"I use and swear by the Cyphers Company's Standard Poultry Supplies. Your Chick Food is wonderful! *Since feeding it my chicks have had no bowel trouble or other sickness*. On my advice, many visiting breeders have changed from other foods to Cyphers Chick Food—and *that was the end of their trouble*. Have never heard a complaint against any goods sold by your Company and I know many of your customers."—July 6, 1910.

"BY FAR THE BEST HATCHER "

J. P. Heck, Pittsfield, Ill., White Orpington Specialist:—"I consider the Cyphers Incubator *the simplest, easiest operated, most durable and by far the best hatcher of any machine on the market today* and have no hesitancy in recommending it as the one Incubator which experience has taught me will hatch the strongest and healthiest chicks from the greatest number of fertile eggs. Your various appliances and products merit the high esteem in which they are held by poultrymen."—June 29, 1910.



WM. MCNEIL



N. V. FOGG



CHAS. EARLE HART



FRANK LANGFORD



WALTER E. HOLMES



GEO. H. NORTHUP



C. B. SNAVELEY



B. F. KAHLER



ARTHUR A. HUNTER



J. P. HECK

FOREMOST AMERICAN POULTRY BREEDERS

"SINGLE AND CHOICE MATING EGGS"

Thos. F. Rigg, Iowa Falls, Iowa, Columbian Wyandotte Specialist:—"All our single and choice mating eggs go into the Cyphers machines, and we are never disappointed. My winners, which we have produced for years, have all been so hatched and have been reared in your Brooders. Our hatches have run from 92 to 97 per cent. and the Cyphers Brooders are perfect rearers."—October 18, 1909.

"WINNINGS AT NEW YORK AND BOSTON"

D. W. Young, Monroe, N. Y., White Leghorn Specialist:—"I believe the good work of your Incubators has contributed largely to my winnings at New York and Boston. This year we have used five of your latest-pattern machines and have had some of the greatest hatches we have had since we began using incubators. One hatch gave us a chick from every fertile egg."—September 5, 1908.

"CHICK FOOD ESPECIALLY VALUABLE"

Lester Tompkins, Concord, Mass., Rhode Island Red Specialist:—"From personal observation have always been favorably inclined toward your machines and have recommended them to a great many of my customers. Your goods have always been satisfactory as far as I have used them. Your Chick Food I have found especially valuable. Many of my customers have bought your Incubators and reported success with them."—April 27, 1910.

HIGH SCORING—BIG LAYERS

E. C. Branch, Lee's Summit, Mo., Breeder of Exhibition Barred Plymouth Rocks:—"It was in a Cyphers Incubator that Missouri Belle (score 94½-egg record 237), Anna Belle (93½-egg record 201), Minnie Belle (93½-egg record 211), and Verda Belle (93½-egg record 223) were hatched, as well as a number of other hens with egg records of 200 and over. They were raised on Cyphers Foods from start to finish."—June 3, 1910.

"MY FIRST SHOW THIS FALL"

W. N. Betscher, Canal Dover, Ohio, Barred Plymouth Rocks:—"On my first show made this fall (at Canal Dover, Ohio, Oct. 18-21, 1910) I won 1st and 2nd cocks, 1st, 2nd and 3rd hens, 1st, 2nd, 3rd, 4th and 5th cockerels and the same on pullets. All these birds were hatched in Cyphers Incubators."—October 24, 1910.

"AND FED ON CYPHERS FOODS"

O. J. Austin, Pana, Ill., White Wyandotte Specialist:—"Have been using your Incubators for five years. Tried several makes, but discarded them all for the Standard Cyphers. My first-prize White Wyandotte cockerel and pullet, also first-prize Light Brahma cockerel and pullet at Pana Poultry Show, January, 1910, were hatched in a Cyphers Incubator, reared in a Cyphers Brooder and fed on Cyphers Chick Food."—August 6, 1910.

"AT LARGEST AND BEST SHOWS"

Geo. H. Rudy, Mattoon, Ill., White Wyandotte Specialist:—"Have been using your Incubators, Brooders and Supplies exclusively since I started in the poultry business six years ago, and during this time I have probably hatched as many high-priced birds as any other Wyandotte specialty breeder in the country—if I do say it myself. My record of winnings at the largest and best shows will confirm this statement. All my finest birds have been hatched in your Incubators and raised in your Brooders."—September 6, 1910.

"HATCHED MANY A PRIZE WINNER"

Geo. M. Benham, Canandaigua, N. Y., Exhibition and Utility Barred Plymouth Rocks:—"Have hatched many a prize winner from my old standby, a 360-egg Cyphers Incubator. My winners at the New York State Fair, 1907, at the Buffalo shows, 1907 and 1909, were all hatched in a Cyphers, except one pullet that won second. These birds in their infancy were fed your Chick Food. Can heartily endorse your goods, also your method of doing business."—June 3, 1910.

"MANY OF MY RECENT WINNERS"

H. W. Halbach, Waterford, Wis., White Plymouth Rock Specialist:—"Have had four of your Incubators in use at one time and have always had good results with them. I trust the eggs from my Chicago first prize-winners in the Standard Cyphers because I have learned from experience that the machine always works fine. Many of my recent winners have been hatched in your machines, including my recent Chicago exhibit."—April 26, 1910.

"KANSAS AND OKLAHOMA STATE SHOWS"

Chas. C. Fair, Sharon, Kansas, White Plymouth Rock Specialist:—"Am using Cyphers Incubators and like them fine; also your prepared Chick Food is the best I ever used. All my first prize-winners last winter at Kansas and Oklahoma State Shows were hatched in a Cyphers Incubator and fed on your Poultry Foods."—May 6, 1910.



THOS. F. RIGG



LESTER TOMPKINS



W. N. BETSCHER



GEO. H. RUDY



H. W. HALBACH



D. W. YOUNG



E. C. BRANCH



O. J. AUSTIN



GEO. M. BENHAM



CHAS. C. FAIR

FOREMOST AMERICAN POULTRY BREEDERS

"FOR MYSELF AND MY PATRONS"

Wm. F. Brace, Victor, N. Y., S. C. Brown Leghorn Specialist:—"Am pleased to express my entire satisfaction with the Standard Cyphers Incubators. *I have used them eleven years and found them to be non-moisture and self-ventilating. The chicks hatched in your machines come all at one time and are fine and strong. Have hatched hundreds of prize-winners in them for myself and my patrons.*"—August 6, 1910.

"SO HAVE OUR CUSTOMERS"

W. H. Bushell, David City, Neb., Buff Orpington Specialist:—"I have bred one strain of prize-winning Buff Orpingtons *eleven years—all hatched in Cyphers Incubators. The flock comes stronger and the birds larger every year. Egg yield is fine and chicks are strong and grow well with small loss in brooders. We raise nearly every bird. Have won highest honors on Cyphers-hatched birds; so have our many customers.*"—February 2, 1910.

"FOUR OF YOUR LARGEST SIZE"

W. H. Maxwell, Topeka, Kansas, S. C. Buff Orpington Specialist:—"I am using Cyphers Incubators, Cyphers Brooders and Cyphers Sealed-bag Poultry Foods with good success. *Am using four of your largest size machines, and on account of the big increase in my business shall increase my hatching capacity next year. I like your goods and I like the way your Company does business.*"—June 1, 1910.

"5,250 BIRDS ON EXHIBITION"

Tom H. Woods, Fayette, Mo., Brown Leghorn Specialist:—"I hatched in Cyphers Incubator and reared in Cyphers Brooder *the following prize-winning birds at Missouri State Show, St. Louis, December, 1909, 5,250 birds on exhibition: 1st, 2nd and 5th prize S. C. Brown Leghorn cockerels, 1st prize pen cockerel, and 1st prize pen pullets. Also use your Brooders and they suit me fine.*"—June 27, 1910.

"HUNDREDS OF OUR PRIZE-WINNERS"

J. M. Williams, North Adams, Mich., Orpington Specialist:—"We have used your Incubators for several years and *could not raise our poultry successfully without them. Their reliability and simplicity make them indispensable. They are self-regulating, self-ventilating and as near automatic as can be. Have hatched hundreds of our prize-winning birds in Cyphers Incubators.*"—October 20, 1910.

"BEST OF SUCCESS WITH THEM"

W. E. Gabhart, Bohon, Ky., S. C. White Leghorns:—"We have used Cyphers Incubators *for a number of years and had the best of success with them. This season we tried your Brooders and they did fine work for us. Most all of our prize-winning Leghorns are hatched in Cyphers Incubators.*"—June 11, 1910.

"EGGS COSTING ME \$10 PER SITTING"

Henry Trafford, Binghamton, N. Y., S. C. Rhode Island Red Specialist:—"Admittedly the best S. C. Rhode Island Red male produced last season, so said by leading judges and breeders, *was hatched in a Standard Cyphers Incubator and brooded in a Cyphers Style B Outdoor Brooder. This cockerel was hatched from eggs costing me \$10.00 per sitting.*"—January 20, 1907.

ALL WINNERS CYPHERS-HATCHED

E. A. Haring, South Kent, Conn., Buff, Black and White Orpingtons:—"We have been using your Incubators, Brooders, Chick Food and Beef Scrap *for the past ten years and have found them very satisfactory. After trying out several other makes of incubators, brooders and foods we can say at this time that our entire stock of prize-winning birds is Cyphers-hatched, brooded and reared.*"—June 23, 1910.

"AT LEADING EASTERN SHOWS"

J. Frank Van Alstyne, Niverville, N. Y., Silver and Columbian Wyandotte Specialist:—"We have used our Cyphers Incubator five years. *Am using the same machine today with the very best of success. I believe the Cyphers Incubator will hatch as many and as good chicks as a hen. Have hatched numerous prize-winners in your Incubator—winners at leading Eastern Shows.*"—May 9, 1910.

"SUPERIOR TO FIRELESS BROODERS"

L. C. Piser & Son, Shushan, N. Y., Buff Wyandotte Specialists:—"After experimenting with different makes of incubators *we have discarded all others and now use the Cyphers only. Careful study and tests with your Adaptable Hover have convinced us that its sensitive regulator is superior to the fireless brooders. Shall increase our equipment next season.*"—April 12, 1910.



WM. F. BRACE



W. H. MAXWELL



J. M. WILLIAMS



HENRY TRAFFORD



J. FRANK VAN ALSTYNE



W. H. BUSHELL



TOM H. WOODS



W. E. GABHART



E. A. HARING



L. C. PISER

FOREMOST AMERICAN POULTRY BREEDERS

"MANY PRIZE-WINNERS IN THEM"

Irving F. Rice, Cortland, N. Y., S. C. White Leghorn Specialist:—"I have operated my Standard Cyphers Incubators under all sorts of conditions and *always with good results*. The regulator simply needs adjusting at the beginning of the hatch and then may be left to itself, so that an amateur can secure as good results from your Incubator as an old operator. *Have hatched many prize-winners in them.*"—October 21, 1910.

TEN FINE COCHINS FOR \$500

Geo. W. Mitchell, Bristol, Conn., Partridge Cochins Specialist:—"You will be interested in knowing that *during the last Madison Square Garden Exhibition* we sold a pen of White Cochins and a pen of Partridge Cochins each for \$250, in addition to other fine sales of birds—all of these fine specimens being hatched in your Cyphers Incubators. We have had 100 per cent. hatches in these machines."—July 22, 1908.

"MANY EXHIBITION BIRDS EVERY YEAR"

C. H. Wyckoff, Aurora, N. Y., S. C. White Leghorn Specialist:—"During the *past eight years* we have used your Incubators *exclusively* and with such satisfactory results in good hatching of *extra strong and vigorous chicks* that we are not looking for anything better in an incubator, and we shall continue to recommend them to others. *We sell many exhibition birds every year—and they are all hatched in Cyphers Incubators.*"—October 21, 1909.

"ENTRUSTING BEST EGGS AND CHICKS"

Harry H. Collier, Commissioner of Poultry, State of Washington, Tacoma, Wash.:—"I have used both the Cyphers Incubators and Brooders, *entrusting my best eggs and chicks to them*. Both have worked to my entire satisfaction. *I do not hesitate to recommend your goods and your Company.*"—June 24, 1910.

"JUST AS LARGE AND STRONG"

A. A. Carver, Chardon, Ohio, Rhode Island Red Specialist:—"Have used your products for a number of years and have found them *most satisfactory*. This section of the country is filled with Cyphers Incubators and *I have never heard a complaint about them*. Unfortunately, I cannot say this of other makes. Chickens raised in your Brooders are *just as large and strong* as those raised by hens."—June 2, 1910.

"272, 267 AND 252 EGGS"

R. A. Richardson, Haverhill, Mass., White Wyandotte Specialist:—"I use Cyphers Incubators and Brooders, and *consider them the best on the market*. Have hatched with the Cyphers Incubator 90 per cent. of all fertile eggs and have raised 95 per cent. of all chickens placed in Cyphers Brooders. Had three birds that made records of 272, 267 and 252 eggs—all hatched in Cyphers Incubators and raised in Cyphers Brooders."—May 21, 1910.

"PRIZE-WINNERS AT LEADING SHOWS"

Geo. B. Ferris, Grand Rapids, Mich., S. C. White Leghorn Specialist:—"Nearly all of my prize-winners at the leading Shows this last season and for several years past have been hatched in Cyphers Incubators. I am using six of your No. 3 machines and *they are giving perfect satisfaction*. The chicks are always strong and easy to raise."—April 23, 1910.

"AND JUDGE FOR THEMSELVES"

Chas. Parsons & Son, Conway, Mass., Barred Plymouth Rock Specialists:—"Have hatched many prize-winners in Cyphers Incubators. At present have 400 chicks, some of them hatched in your Incubators, others by hens, and I invite any one to visit my place and judge for themselves if they think that strong, healthy chicks cannot be hatched *except by hens.*"—June 21, 1910.

"DURING THE LAST SIX YEARS"

Chas. Iden, Cromwell, Ind., Breeder of Eight Popular Varieties:—"Have used your Incubators very successfully during the last six years. We are operating in our hatchery two of the 240-egg size and four of the 390-egg size. These machines are non-moisture, self-regulating, easily operated and will do the work required of a first-class incubator."—August 8, 1910.

"TO HATCH AND RAISE PRIZE-WINNERS"

Sam'l S. Bliem, Pottstown, Pa., White Leghorn Specialist:—"Your Incubators, Brooders and Foods give *entire satisfaction*. I have hatched thousands of chicks in your Incubators and raised them in your make of Brooders. I use your machines to hatch and raise my prize-winners. Have used tons of your Poultry Foods with fine results."—May 28, 1910.



IRVING F. RICE



C. H. WYCKOFF



A. A. CARVER



GEO. B. FERRIS



CHAS. IDEN



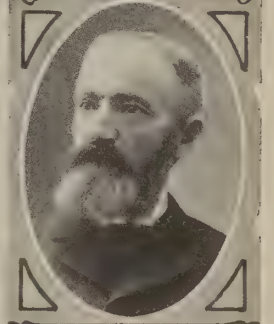
GEO. W. MITCHELL



HARRY H. COLLIER



R. A. RICHARDSON



CHAS. PARSONS



SAM'L S. BLIEM

FOREMOST AMERICAN POULTRY BREEDERS

"MANY PRIZE-WINNERS IN CYPHERS"

F. W. Richardson, Hicksville, Ohio, Barred Plymouth Rock Specialist:—"We cannot speak too highly of the improved Cyphers Incubators. We thought the old-style Cyphers—of ten years ago—about as good an incubator as could be made, but you certainly have improved it of later years. The drawers for catching the chicks are a fine improvement and the saving of oil is very noticeable. We have hatched many prize-winners in the Cyphers."—August 8, 1910.

"MANY OTHER PRIZE-WINNING BIRDS"

C. J. Andruss, Canandaigua, N. Y., Columbian Wyandotte Specialist:—"Have used Cyphers Incubators and Brooders for eight years and find them eminently satisfactory. Have used your Poultry Supplies extensively and found them especially adapted to the uses for which they are intended. I consider your Poultry Foods indispensable and am using them exclusively. My first-prize hen at the last New York Show, also first-prize Baltimore hen, were hatched and reared in Cyphers Incubators and Brooders, also many other of my prize-winning birds."—May 6, 1910.

FIRST-PRIZE NEW YORK COCKEREL

D. Lincoln Orr, Orr's Mills, N. Y., Columbian Wyandotte Specialist:—"Perhaps it will be of interest for you to know that my first Madison Square Garden Columbian Wyandotte cockerel (December 28, 1909-January 1, 1910) was hatched in one of your Incubators. I have just refused an offer of \$50 for fifty eggs from his mating."—April 9, 1910.

"CHICAGO, DETROIT, NEW YORK, ETC."

S. D. Lapham, Dearborn, Mich., Buff Plymouth Rock Specialist:—"Have been showing at the largest Shows the past eight years and have won the lion's share of the regular prizes, and most of my winning birds were hatched in your machines. Have won highest honors on these birds at Chicago, Detroit, New York City and elsewhere. Your Incubators in my hands have been highly satisfactory."—June 15, 1910.

"MANY OF OUR FINEST BIRDS"

Turley & Scobee, Mount Sterling, Ky., White Leghorn Specialists:—"Many of our finest birds have been hatched in Cyphers Incubators. Once your machines are started, there is little to do but turn the eggs and attend to the lamp. Our customers have won many prizes on birds hatched by us in your machines."—May 30, 1910.

"WON EVERY FIRST BUT ONE"

Robt. P. Adams, Lynchburg, Va., Buff Leghorn Specialist:—"Won prizes at Richmond, Va., January, 1906, 1st hen, 1st pen, 2nd cock and 2nd pullet; at Bristol (Va.-Tenn.) Show, December, 1907, won every first and second; Bristol, December, 1908, won every first but one; Baltimore, Md., January, 1909, won 1st cockerel and 1st and 2nd pullets; Washington, D. C., 1909, won three firsts, one second and two fourths; Baltimore Md., January, 1910, won one first, two seconds, four fourths and one fifth. These prize-winners were all hatched in your Incubators and raised in your Colony Brooders."—May 10, 1910.

"BIRDS THAT WON HIGHEST HONORS"

H. C. Sheppard, Berea, Ohio, Ancona Specialist:—"Am pleased to advise you that all hatches I have taken from your machine have run 90 per cent. or better. The best I ever got from another make of incubator ran below 75. Have hatched in your machines birds that have won highest honors at Madison Square Garden, New York, at Cleveland and other foremost Exhibitions."—June 4, 1910.

"MY PRIZE-WINNING BUFF LEGHORNS"

Chris. H. Leitner, Elgin, Ill., Buff Leghorn Specialist:—"I have just had a 95 per cent. hatch of ducks come off in your machine. As regards my prize-winning Buff Leghorns, most all of them were hatched in Cyphers Incubators. I tried other makes of machines, but never got the fine results I am able to get with the Standard Cyphers."—June 25, 1910.

"INCLUDING MANY PRIZE-WINNERS"

Geo. A. Kersten, 119 West 52nd St., Minneapolis, Minn., Columbian Wyandottes and Light Brahmas:—"Ninety per cent. of all the birds I raise are hatched in Cyphers Incubators, including many prize-winners. I was prejudiced against the use of incubators, but my first season's trial with the Cyphers changed my mind."—April 25, 1910.

"CYPHERS FOODS ARE THE BEST"

A. H. Koenig, Hanover, Kansas, White Wyandotte Specialist:—"All of my heavy and continuous layers have been hatched in your machines. Your Incubators certainly do fine work. Have found nothing better than your Poultry Supplies, and the Cyphers Foods are the best of any we have been able to buy. I can cheerfully recommend your line of goods to all poultry raisers and poultry supply dealers."—July 7, 1910.



F. W. RICHARDSON



D. LINCOLN ORR



A. R. TURLEY



H. C. SHEPPARD



GEO. A. KERSTEN



C. J. ANDRUSS



S. D. LAPHAM



ROBT. P. ADAMS



CHRIS. H. LEITNER



A. H. KOENIG

FOREMOST AMERICAN POULTRY BREEDERS

"WINNERS AT LEADING EASTERN SHOWS"

Daniel L. Shove, Fall River, Mass., Rhode Island Red Specialist:—"Have used two of your 1906 Incubators for four years and am well pleased with them. *Have hatched numerous prize-winners in these machines—winners at the leading Eastern Shows. If I were to buy more incubators they would be the Cyphers.*"—April 29, 1910.

"300 PRIZES AT MADISON SQUARE"

Edgar A. Weimar, Lebanon, Pa., Importer and Exporter of Standard Varieties:—"Cyphers Incubators produce better results, hatch stronger chicks, with less care, than any machine I ever operated. I have won about 300 prizes at Madison Square Garden, America's foremost Poultry Show, on birds hatched in your machines."—October 24, 1908.

"AT AMERICAN POULTRY ASSOCIATION SHOW"

W. R. Sperry, Cortland, N. Y., White and Columbian Wyandottes, S. C. White Leghorns:—"Our 1st prize hen, 1st prize pullet and the cockerel and three of the females in the 1st-prize pen at the Auburn (N. Y.) American Poultry Association Show were hatched in Standard Cyphers Incubators. Your Incubators are self-regulating and self-ventilating. The drop-bottom is a very desirable feature. *Have not found it necessary to supply moisture.*"—August 15, 1910.

"HENS ARE THE MOST TROUBLE"

H. E. Townsend & Co., Albia, Iowa, Partridge Wyandotte Specialist:—"We use Cyphers Incubators and hens for hatching our Partridge Wyandottes, but the hens are the most trouble and *we are learning to rely more and more on the Incubators.* We use Cyphers Brooders also and have found them very satisfactory. *We have no hesitation in recommending your goods to all interested.*"—June 21, 1910.

"PAID FOR ITSELF MANY TIMES"

W. J. Thorniley, Marietta, Ohio, Ancona Specialist:—"I have tried several kinds of hot-water machines, but find that your hot-air type is the only way to hatch Anconas successfully. I am using an old-time Cyphers that is still doing fine work and has paid for itself many times. Am never afraid to tell my customers that the birds I sell them were hatched in a Cyphers Incubator."—June 27, 1910.

"HAVE WON 62 REGULAR PRIZES"

A. Jensen, Independence, Mo., Columbian and Partridge Wyandotte Specialist:—"Have used your Incubators for two years with far better success than any other make. *In your machines I have hatched the greater part of my prize-winners at American Royal Show, Kansas City, Missouri State Show, at St. Louis, etc.* In two years have won 62 regular prizes on these birds."—June 25, 1910.

"THIRTY OF THE THIRTY-TWO BIRDS"

Clare E. Hoffman, Allegan, Mich., Silver Wyandotte Specialist:—"You will be pleased to learn that of the eight birds exhibited at our State Show at Detroit in 1909, *seven were hatched in my Cyphers Incubator, raised in Cyphers Brooders and fed Cyphers Chick Food.* This was also true of 30 of the 32 birds which in 1909 and 1910 made a clean sweep at the Western Michigan Poultry Show at Grand Rapids."—June 22, 1910.

"A HATCHER OF HIGHEST CLASS"

Henry H. Pearson, Stonewall, Man., Can., R. C. Rhode Island Red Specialist:—"Am often asked about the merits of different incubators for use in this Northern climate and *always give the Cyphers the premier position.* Not only is it a hatcher of the highest class, requiring no supplied moisture, but it is the best machine for people who have had little or no experience with incubators."—June 13, 1910.

"FIND THE SAME HIGH STANDARD"

Guy U. McDavid, Irving, Ill., White Wyandotte Specialist:—"All the eggs from our White Wyandottes winning first at the great Missouri State Show were hatched in a Cyphers Incubator, and we have a very promising bunch of youngsters. Have also used your Brooders and Chick Food and find the same high standard as in your Incubators. I replace eggs where Cyphers machines are used."—June 16, 1910.

"SPECIAL FOR THE WHITEST BIRD"

Fred C. Lisk, Romulus, N. Y., White Wyandotte Specialist:—"I consider the Cyphers Incubators first-class machines. *The wonderful White Wyandotte cockerel that I bred and showed at Rochester, 1909, that won first prize and special for the whitest bird in the Show was hatched in a Cyphers Incubator.* First-class, vigorous birds can be hatched in your Incubator. *I know this by personal experience.*"—October 24, 1910.



DANIEL L. SHOVE



W. R. SPERRY



W. J. THORNILEY



CLARE E. HOFFMAN



GUY U. McDAVID



EDGAR A. WEIMAR



H. E. TOWNSEND



A. JENSEN



HENRY H. PEARSON



FRED C. LISK

FOREMOST AMERICAN POULTRY BREEDERS

"EVERY YEAR HUNDREDS OF PRIZE-WINNERS"

Arthur G. Duston, South Framingham, Mass., White Wyandotte Specialist:—"Have been a continual user of your machines since 1898 and have sold every year hundreds of prize-winners that have been hatched from them. With me it is a repetition to tell of the good features of Cyphers Incubators, but to those who have never heard my opinion I must earnestly caution beginners in the poultry business to make no mistake. If you want large, healthy chicks and lots of them, use Standard Cyphers Incubators."—October 24, 1910.

"\$20 SITTING OF BEST EGGS"

Aug. D. Arnold, Dillsburg, Pa., Columbian Wyandotte Specialist:—"I know from personal experience that the improved Cyphers Incubator has arrived very near the perfection point. One of my neighbors placed a \$20 sitting of our best Columbian Wyandotte eggs in his Cyphers Incubator, which I consider very strong proof of his great faith in the reliability of your machines after he had hatched with it repeatedly."—August 3, 1908.

"TWENTY-EIGHT YEARS' EXPERIENCE"

E. L. Miles, Sag Harbor, L. I., N. Y., Barred Plymouth Rock Specialist:—"In my twenty-eight years' experience as a poultryman, have never known of a better Incubator than the Standard Cyphers. Have used your Brooders for some years and succeed in raising practically every raisable chick, many prize-winners being among the number. Am also using your Chick Food and Developing Food with splendid results."—June 20, 1910.

"RIBBONS AS WELL AS EGGS"

Dunham & White, Nichols, N. Y., S. C. White Leghorns:—"The birds shown in photograph herewith were hatched in your Incubators and reared in Cyphers Brooders. The quality speaks for itself. We always get our share of ribbons as well as eggs."—October 25, 1910.

"AT ASHEVILLE, CHARLOTTE, KNOXVILLE, ETC."

J. P. Swift & Son, Waynesville, N. C., White Wyandottes, Rhode Island Reds, White Leghorns and Buff Orpingtons:—"For several years we have been using Cyphers Incubators and Brooders very successfully. Have found that chicks hatched in Cyphers Incubators, raised in your Brooders and fed on Cyphers Foods are as healthy and strong as any we have ever raised by hens. Our finest birds, including many prize-winners at Asheville, Charlotte, Knoxville, Tenn., etc., for the last three seasons, were thus hatched and raised."—July 14, 1910.

"THE FINEST EXHIBITION STOCK"

Jos. B. Young, Irvington, N. J., White Wyandotte Specialist:—"Every fowl on my place, including the finest exhibition stock, was hatched in your Incubators and raised in Cyphers Brooders. I consider your Incubators and Brooders to be a 100 per cent. improvement over hen-hatching and raising. If it were not for these conveniences I would not be in the poultry business."—June 17, 1910.

"INCLUDING MANY PRIZE-WINNERS"

Geo. H. Ilten, Cedar Rapids, Iowa, Barred Plymouth Rocks and Mottled Anconas:—"Have tried several makes of incubators, but found none that would equal yours in hatching qualities. We have hatched thousands of strong Barred Rocks and Anconas in Cyphers Incubators, including many prize-winners."—June 5, 1910.

"BETTER RESULTS—MUCH LESS TROUBLE"

Thos. B. Elliott, St. Louis, Mo., Buff Plymouth Rock Specialist:—"Have been a fancier nineteen years and had quite a little experience with several makes of incubators of the better class, but two years ago I sold all I had except the Cyphers. My reason for doing so was because after numerous tests I found the Cyphers invariably gave me better results with much less trouble. Have found that the best incubator is the cheapest every time."—June 11, 1910.

"NEARLY ALL OUR CHICAGO WINNERS"

Goodes & Palmer, Marcellus, Mich., Buff and White Orpingtons:—"We used to think that when we had some extra choice eggs we must hatch them with a hen. We have changed our minds since we have used Cyphers Incubators. Nearly all of our Chicago winners, Dec. 7-12, 1909, including our first prize White Orpington pullet, which was at least equal to any White Orpington ever hatched, were hatched in a Cyphers Incubator."—May 12, 1910.

"STRONG BELIEVER IN THE HEN"

J. E. Willmarth, Amityville, N. Y., Buff Wyandotte Specialist:—"Am using Cyphers Incubators this year for the first time because heretofore I have been a strong believer in the hen as a hatcher, but the results this season with your Incubator have been so satisfactory that I shall continue with same, as I find them practically automatic in regulation, ventilation, etc., and they hatch just as good chicks as hens, with far less trouble."—June 22, 1910.



ARTHUR G. DUSTON



E. L. MILES



J. P. SWIFT



GEO. H. ILTEN



D. H. PALMER



AUG. D. ARNOLD



W. A. WHITE



JOS. B. YOUNG



THOS. B. ELLIOTT



J. E. WILLMARTH

FOREMOST AMERICAN POULTRY BREEDERS

"ONE I HAVE USED EIGHT YEARS"

Henry Steinmesch, St. Louis, Mo., Silver Wyandotte Specialist:—"I am now operating more than one Standard Cyphers Incubator, yet the old machine—the one that I have used for eight years—is still at work and doing the same reliable work it always has done. I believe I am safe in saying that few other makes of incubators will stand such a test. *'It's all in the Make.'*"—November 8, 1909.

"MANY OF MY PRIZE-WINNERS"

Geo. H. Burgott, Lawton's Station, N. Y., S. C. Rhode Island Red Specialist:—"The Cyphers Incubator still leads all others. I say this after having had experience with something like fifteen different makes. Many of my prize-winners have been hatched and reared in Cyphers Incubators and Brooders. *Am saying this for the benefit of the amateur breeder, as I have no axe to grind.*"—August 24, 1910.

"NUMEROUS OTHER PRIZE-WINNERS"

D. F. Palmer, Yorkville, Ill., Barred Plymouth Rock Specialist:—"Have tried several makes of incubators, but consider yours the best. We do not hesitate to advise our friends to buy Cyphers Incubators. *Our first-prize cockerel at the last Chicago Show was hatched in a Cyphers Incubator.* Numerous other prize-winners produced by us have been Cyphers-hatched."—August 4, 1910.

"NUMEROUS FIRST AND SECOND PRIZES"

Joseph Reiff, Fayetteville, Pa., S. C. and R. C. White Leghorns and White Plymouth Rocks:—"I use Cyphers Incubators and Brooders to raise my prize-winning stock and feed your Chick Food to start the birds. *Have won numerous first and second prizes at the Great Hagerstown Fair and at Baltimore, Md., 1907, 1909 and 1910 on Cyphers-hatched quality.*"—July 12, 1910.

"YOUNGSTERS DEVELOP FAST"

Marshall H. Mackey, South Haven, Mich., Barred and Columbian Plymouth Rocks and Buff Cochins Bantams:—"I have used the Cyphers Incubators for the last two years and find them to give the best of satisfaction. Cyphers Chick and Developing Foods are used in our yards exclusively, and the result is that the youngsters develop fast and there is little loss of life among them."—May 31, 1910.

"TEN YEARS WITH UNIFORM SATISFACTION"

C. H. Welles, Stratford, Conn., Barred Plymouth Rock Specialist:—"Have used Cyphers Incubators the past ten years with uniform satisfaction. They are more easily operated than any other incubator I have tried and I also find they will hatch a larger percentage of strong, healthy chicks. *Have repeatedly hatched prize-winners in Cyphers Incubators.*"—September 10, 1910.

"THE STANDARD OF MERIT"

F. W. C. Almy, Tiverton-Four-Corners, R. I., R. and S. C. Rhode Island Red Specialist:—"We have always found your goods satisfactory and reliable—in fact, the standard of merit. Have used your Incubators, Shipping Coops, Egg Boxes and Chick Food and we find each one well adapted for their respective uses. We entrust our best eggs to Cyphers Incubators."—June 26, 1910.

"RAISED THEM IN YOUR BROODERS"

John W. Brown, Thorn Grove, Tenn., Single Comb Rhode Island Red Specialist:—"Hatched the 4th prize S. C. Rhode Island Red cockerel and 4th prize pen at January Show, Knoxville, 1910, in your Incubator and raised them in your Brooder. *These Brooders work as well as the Incubators, which is saying a great deal—in fact, I raise nearly every chick placed in them.*"—August 29, 1910.

"BEST INCUBATOR I EVER OPERATED"

J. H. Crossley, Magnolia, N. J., Rhode Island Red Specialist:—"I am running one of your 244-egg size machines, which does excellent work, giving fine hatches. My 2nd Philadelphia cockerel and 2nd and 3rd Philadelphia pullets, all shown January, 1909, by me, were hatched in your Incubators. Yours is the best Incubator I ever operated and burns less oil."—April 22, 1910.

EVERY SEASON FOR NINE YEARS

W. A. Congdon, Waterman, Ill., Barred Plymouth Rock Specialist:—"We have used one of your Incubators that we purchased of you in 1901, running from five to seven hatches each season, and at present the machine is in good shape and condition. We also use four of your Style B Outdoor Brooders in connection, with good results."—May 28, 1910.



HENRY STEINMESCH



D. F. PALMER



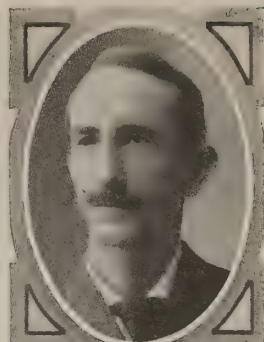
MARSHALL H. MACKEY



F. W. C. ALMY



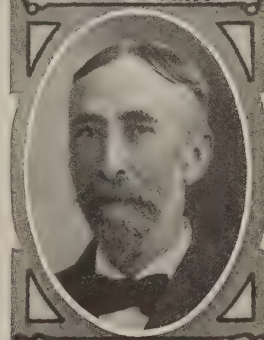
J. H. CROSSLEY



GEO. H. BURGOTT



JOSEPH REIFF



C. H. WELLES



JOHN W. BROWN



W. A. CONGDON

FOREMOST AMERICAN POULTRY BREEDERS

"WINNERS AT INDIANA STATE SHOW"

J. C. Fishel & Son, Hope, Ind., White Wyandotte Specialists:—"Our winners at Indiana State Show were all hatched and reared in Cyphers Incubators and Brooders. We won first cock, first and second cockerels, first pullet, first and second hens and first pen. We would not think of using any other incubator than the genuine Standard Cyphers—the best. The past season we averaged 90½ per cent. of the fertile eggs set. Chicks were hatched January to May inclusive. Raised 1,140 of the chicks, or 81 70-100 per cent. of the chicks hatched."—July 25, 1908.

"SOME OF OUR BEST BIRDS"

Bradley Bros., Lee, Mass., Barred Plymouth Rock Specialists:—"We are very free in our recommendation and praise of Standard Cyphers Incubators and Brooders, honestly believing them the best made. Your machine seems to be a necessity to us in the fancy poultry business, and some of our best birds have been hatched by its use."—October 22, 1909.

"FOR THE PAST THREE YEARS"

W. A. Doolittle, Sabetha, Kansas, Partridge Wyandotte Specialist:—"Have used your short-cut Alfalfa and Alfalfa Meal for the past three years and consider it the best on the market. Many times I have heard the good work done by your Incubators praised by leading successful poultrymen. My customers use them with success and speak well of your Company."—June 9, 1910.

"SCORES OF PRIZE-WINNERS"

Geo. A. Eyrich & Son, Sta. C., New Orleans, La., S. C. White Leghorn Specialists:—"In the last several years have hatched scores of prize-winners in Cyphers Incubators—winners at Dallas, Tex., Jackson, Miss., St. Louis, Mo., etc. Cannot speak too highly of your Incubators, Brooders and Poultry Foods."—May 10, 1910.

"ENDORSE YOUR FIRE-PROOF INCUBATOR"

L. A. Downing, Enfield, Mass., S. C. White Leghorns and S. C. Rhode Island Reds:—"We are operating six machines and will install two or three more of your Incubators next season. We find the Cyphers runs the best, requires the least oil and care of any incubator we ever operated. We have averaged 290 chicks per hatch from your No. 3 machines during the past season. We strongly endorse your latest Fire-proof Incubator. Recently obtained 315 chicks from one hatch. Photo of this hatch enclosed herewith."—October 24, 1910.

"HAVE HATCHED PRIZE BIRDS"

G. N. Seltzer, Middletown, Pa., White Leghorn Specialist:—"Your Incubators have given me complete satisfaction. Tried several other makes, but disposed of them. Have hatched prize birds in your machines, never supplying any moisture and the Incubator working to perfection. Several times I have hatched every fertile egg."—May 29, 1910.

"AT THE MANSFIELD SHOW, 1909"

R. J. Elliott, Mansfield, Ohio, S. C. White Leghorn Specialist:—"Heretofore we used both hens and incubators in hatching, but owing to your perfect regulation and self-ventilating system we have cut out the hens, for we find we can hatch a larger per cent. of strong, healthy chicks, with less trouble, in a Cyphers Incubator than under hens. At the Mansfield Show, Dec. 6-11, 1909, our first and second cockerels, first, second and third pullets and first and second pens all were hatched in a Cyphers Incubator."—June 1, 1910.

"MY CUSTOMERS AND FRIENDS"

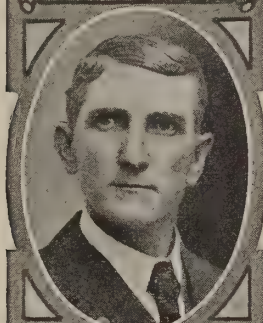
T. Reid Parrish, Nashville, Tenn., Columbian Wyandotte Specialist:—"Have used Cyphers Incubators exclusively for the past five years. Have previously used three other popular makes, but the Cyphers has given me better satisfaction, and I invariably tell my customers and friends who are in the market for an incubator to buy the Standard Cyphers."—June 20, 1910.

WHITE WYANDOTTES OF QUALITY

Fritz Bros., Chanute, Kansas, White Wyandotte Specialists:—"We have used Cyphers Incubators for six years and have always found them excellent hatching of good, vigorous chicks. We find they are very easy to run, are self-ventilating and do not require moisture. Have had 95 per cent. hatches of chicks that grew fast from the start. Our 1st cockerel, score 95, 1st pullet, 95¾, 1st hen, 94¾, and 1st pen, Parsons, Kansas, 1909; also 1st cock, 94¾, 1st cockerel, 94¾, 2nd pullet, 95½, 1st hen, 95¾, and 1st pen at Chanute, Kansas, 1909, were hatched in a Cyphers Incubator, started with Cyphers Chick Food and Beef Scrap."—May 31, 1910.



J. C. FISHEL



W. A. DOOLITTLE



L. A. DOWNING



R. J. ELLIOTT



W. H. FRITZ



V. W. BRADLEY



Geo. A. EYRICH



G. N. SELTZER



T. REID PARRISH



E. F. FRITZ

WOMEN ARE SUCCESSFUL

EXAMPLES OF WHAT WOMEN ARE ABLE TO DO AS
POULTRY RAISERS IF THEY HAVE RIGHT EQUIPMENT

HUNDREDS OF WOMEN in the United States—north, south, east and west—are breeding Standard fowls and selling choice stock, day-old chicks and eggs for hatching at profitable prices. At the Fall Fairs and Winter Shows women are prominent as exhibitors *and seldom fail to win their share of the cash prizes and coveted ribbons.* In many cases the finest specimens of standard-bred fowls that are exhibited by well-known poultrymen represent birds hatched and raised by women—by the wives or daughters of these poultrymen.

Probably, if the truth were known, one-third to one-half of *all the market poultry produced in the United States* is raised by women—by the wives of farmers, in large part. Women are specially well adapted to taking care of poultry with successful results. They look after the needs of the fowls, *are painstaking and conscientious.*

We should judge that twenty-five per cent. of the customers of Cyphers Incubator Company are women—either direct or through their husbands—and that fifty per cent. of our Incubators (not including those on large plants) *are operated by women.* It is a rare case when a woman fails to have good success with a Cyphers Incubator or Self-Regulating Brooder.

Herewith are a few interesting examples of success met with by women as poultry raisers; also a limited number of reports telling of the excellent results they are able to obtain by the use of Cyphers Incubators, Cyphers Brooders, Cyphers Poultry Foods, etc.

REMARKABLE SUCCESS OF MRS. BERTHA M. STORY

Oregon City, Ore., June 21, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

In reply to your letter of recent date, I am glad to write you that the Cyphers Incubator is the *only one I have used for five years*, and will continue to be the only one, so long as I stay in the poultry business. As you may be aware, I was the exhibitor at the Alaska-Yukon-Pacific Exposition *who won on every entry, with 137 entries.* Every one of these birds was of my own breeding and every one *was hatched in a Cyphers Incubator.* I use your Scratch Food and Chick Food and always recommend both, as well as the Cyphers Incubators and Brooders.

I rarely have less than a 90 per cent. hatch of *good, strong chicks.* In warm weather I keep the drop-bottom down until the 19th day, and I believe that this system of ventilation, especially for *warm climates or late spring and summer hatching,* is the secret of the success of the Cyphers in surpassing all other incubators. There are plenty of machines that will hatch eggs—but to get *good, strong, healthy, hungry chicks that will begin to grow before the down is dry on them,* that is another story—unless one uses the Cyphers.

I raise nearly all that I hatch and *nearly all are fit to show and win.* I have never had a bird unplaced in any show room, and in eight of the leading Shows on the Coast (including two Expositions)

have won every possible first premium on my breeds and varieties, and won the special *for best exhibit in Show.*

BERTHA M. STORY, Prop.,
Rosemawr Poultry Yards.

P. S.—Following were our winnings at the Alaska-Yukon Exposition, Seattle, Wash., 1909 (*every bird hatched in Cyphers Incubators*):—

Silver Polish: 1, 2, 3, 4 cock; 1, 2 hen; 1, 2 pullet; 1st pen.
Golden Polish: 1, 2 cock; 1, 2 hen; 1, 2 cockerel; 1, 2 pullet; 1st pen.

White Polish: 1, 2 cock; 1 hen; 1 cockerel; 1, 2 pullet; 1st pen.

White-Crested Black Polish: 1 cock; 1 hen; 1st pen.

Bearded Buff Laced Polish: 1, 2 hen; 1st pen.

Bearded White Polish: 2 cock; 1 hen; 1 cockerel; 1, 2 pullet; 1st pen.

Bearded Golden Polish: 1 cock; 1, 2 hen; 1 cockerel; 1, 2 pullet; 1st pen.

Bearded Silver Polish: 1, 2 cock; 1, 2 hen; 1, 2 cockerel; 1, 2 pullet; 1st pen.

Silver Spangled Hamburgs: 2 cock; 1 hen; 2 cockerel; 1st pen.

Golden Spangled Hamburgs: 1 cock; 1 hen; 1st pen.

Silver Penciled Hamburgs: 1st pen.

Golden Penciled Hamburgs: 1 cock; 1 hen; 1 pullet; 1st pen.

White Hamburgs: 1st pen.

Black Hamburgs: 1 cock; 1 hen; 1st pen.

Mottled Anconas: 2 cockerel; 5 pullet; 2nd pen.

Golden Wyandottes: 2 cock; 3 hen; 4 cockerel; 4, 6 pullet.

Total entries: 137 birds, winning on every entry.



BERTHA M. STORY.

Oregon City, Oregon.

Poultry Writer and Highly Successful Exhibitor of Fine Fowls.



SILVER LACED HAMBURG.

Samples of Prize-winning Fowls Hatched by Bertha M. Story in Cyphers Incubators. First and Second Prize Hens at Alaska-Yukon-Pacific Exposition, Seattle, Wash., 1909.

WOMEN ARE SUCCESSFUL WITH POULTRY—RIGHT EQUIPMENT NEEDED

BOUGHT 70 CYPHERS FARM CHICKS—THEN 900 MORE PROFIT OF \$2.65 PER HEN IN TEN MONTHS

Dayton, N. Y., September 17, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

In the fall of 1909 we put in our winter laying-house 70 S. C. White Leghorn Pullets that we had **raised in one of your 1906 Outdoor Brooders**. I did not keep account of feed used until they started laying, November 9th. These Leghorns were **hatched at the Cyphers Poultry Farm, May 7th.**

The cost of feed has averaged **ten cents per hen per month** up to the present time, which is ten months. We had no sickness in that time, but the rats killed four in the early spring, so I averaged them for the **ten laying months** at 68 hens.

I will give the number of eggs laid each month for the ten months, and as they are still laying 20 eggs a day we do not know what their year's record will be:

November	86	April	1464
December	656	May	1355
January	971	June	1069
February	773	July	919
March	1213	August	814

And to September 9th, 183 making a total of 9,503 eggs, or

792 dozen, that sold for 31½ cents per dozen **on an average**, and the average number of eggs per hen was 139, **which paid us \$249.48.** Taking \$68.00 out for feed left us a net profit of \$181.48—or **a little better than \$2.65 per hen for ten months.**

April 9, 1910, we received **seven of your new Brooders**, Style A, and May 17th we received in good condition from **Cyphers Poultry Farm at Elma 900 day-old chicks**—standard utility-bred S. C. White Leghorns. We put 75 chicks in each of our twelve brooders, each brooder being in a yard 15 x 40 feet. When the chicks were six weeks old I took down all dividing fences and let them run together.

Have fed **nothing but Cyphers Products** and a ground feed called stock food—mostly oats. We had the **very best of success with Cyphers Brooders**; did not have one hour's trouble with them. Always filled lamps at noon, then I knew they were in good working order for the night, **although we had a very wet spring.**

I raised 703 of the 900 chicks, losing 197, of which the rats killed 43 of the largest ones that I think would have been raised only for the rats. Considering the **cold, wet weather**, we feel that we did very well.

We shipped to market 300 cockerels and **put in the laying-house 403 birds**, of which twenty are cockerels that we will keep to breed with our **sixty-eight yearling hens**. Shall have some cockerels to sell and have orders for several.

After adding the cost of day-old chicks to the cost of feed and taking out what we received for cockerels, the average cost of each of the **403 birds kept as breeders** to the age of four months is 28½ cents. So you see, as each pullet **is now easily worth two dollars**, my labor has paid me well. We have built an incubator cellar 12 x 15 feet **and will fill it with Cyphers Incubators**, of which we now have two. Shall hatch my own chicks next spring, as I have a very good stock to breed from.

Have always had fine success from Cyphers Incubators, hatching from 95 to 100 or more chicks from 120 eggs. As part of my time has been spent in the city each year, leaving the care of the poultry to my sons after the laying time begins, **I think we have done very well**, as hens do better under one caretaker than when changes are made. Next season my husband and sons are going to do most of the work and will **leave me to do the hatching** and take care of the baby chicks for my share. Will let you know more about our success next year.

MRS. A. E. BENSON,
Maple Shade Poultry Farm.

THESE MACHINES TEN YEARS OLD

Hinsdale, Ill., August 8, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have been using three large Cyphers Incubators **that are ten years old** and they are **still giving excellent satisfaction.** We average to hatch over 85 per cent. of all eggs set. From one hatch we had **340 chicks from 365 eggs set**, and succeeded in raising them **without the loss of a chick.** This is the kind of chicks our Cyphers Incubators hatch for us.

MRS. FRED. GEISSNER.

WHITE ORPINGTONS—RAISED ON ROOF OF WELL-KNOWN BOSTON HOTEL

Quincy House, Brattle Square, Boston, Mass.

August 29, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

It may interest you to learn the following particulars regarding stock raised in the Standard Cyphers Incubators and fed **exclusively** on Cyphers Poultry Foods.

I recently sold chicks and stock of the White Orpington variety that fetched me the handsome prices quoted:

	Per Lot
26 Cockerels.....	\$75.00
12 Pullets and 1 Cockerel.....	41.00
25 4-weeks' old Chicks, each.....	1.50

The pullets were hatched March 25th and began laying July 17th.

From 351 eggs placed in my No. 0 Cyphers Incubator I received altogether 245 chicks, between February 1st and June 30th, dates of first and last hatch respectively. These eggs came from different breeders, and considering that they may be termed a "mixed" lot, I regard the output as highly satisfactory.

All these chicks I raised in my two Standard Cyphers Brooders (Style A Outdoor and Style D Indoor), and for facility of handling and **good, safe, sure brooding** they cannot be too highly commended.

The Cyphers Poultry Foods are remarkable for their flesh-forming and weight-giving qualities, and as an instance may mention that chicks hatched June 12th averaged 2¾ pounds on August 20th. At fourteen weeks old I had pullets that averaged 6¼ pounds in weight and cockerels that averaged 7½ pounds.

MISS ANNA B. SANDERSON.

P. S.—You will no doubt be further interested in knowing that all my poultry was raised on the roof of the "Quincy House," Boston, and the eggs incubated in a No. 0 Cyphers machine on the sixth floor of same building.

HAS USED HER CYPHERS 13 YEARS

R. R. No. 5, Owensboro, Ky., September 30, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have a No. 1 Cyphers Incubator **that I have used thirteen or fourteen years.** I average to get 120 to 130 chicks from my machine. Last spring I sold a No. 1 Cyphers and an Outdoor Cyphers Brooder **to my mother**, Mrs. C. J. Morehead, and she is well pleased with both. **My first year I made \$75.00 clear money out of the eggs and young chickens.**

MRS. D. R. MORGAN.

"FOR TWELVE CONSECUTIVE YEARS"

Blackstone, Va., August 10, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have used my Cyphers Incubator **for twelve consecutive years and it is still first-class in every respect.** Before becoming acquainted with the Cyphers I tried several other kinds with varied success, but none of them could equal the Cyphers. **I expect to continue to use Cyphers Incubators and Brooders as long as I am in the poultry business**, and I want nothing better.

MRS. A. A. CARLISLE.



Miss Anna B. Sanderson and her poultry establishment on roof of popular Boston Hotel.

WOMEN ARE SUCCESSFUL WITH POULTRY—RIGHT EQUIPMENT NEEDED

"EVERY ONE RAISED ON CYPHERS FOODS"

Nunda, N. Y., April 23, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been using Cyphers Poultry Foods and Poultry Supplies of your manufacture for quite awhile and have found that they fill the bill—they are *satisfactory in every respect*. I raise choice Buff Rocks exclusively for exhibition; therefore raise only a few hundred birds. *All my stock is raised on your Poultry Foods and the birds make wonderful growth*. I would not raise even as few as one dozen chicks without your foods. *I have sent out birds that have won at New York, Philadelphia, Allentown, the New York State Fair, Albany, Rochester, Hornell, Toronto, Kansas City, Atlanta and other large Shows—every one raised on Cyphers Foods.*

ESTELLE E. MILLER.

"I HAVE TAKEN ALL MY PRIZES WITH BIRDS HATCHED IN CYPHERS INCUBATORS"

Anaconda, Mont., June 30, 1908.

Cyphers Incubator Co., Buffalo, N. Y.—

I have taken all my prizes with birds hatched in Cyphers Incubators. *I will not use anything else, for I have tried others to my sorrow*. I took five first prizes at Deer Lodge Co. Fair in 1906, and nine firsts in 1907; also took three firsts at the Montana State Fair in October, 1907, and one first at Silver Bow Show in December, 1907. My 1908 machine that I bought from your Branch at Kansas City, Mo., kept at 103 degrees for seven weeks without one particle of a fraction variation. The thermostat is the most perfect that can be made. *The average hatch has at all times been extra good, the largest hatch being 97 chicks from 104 eggs.*

MRS. W. J. HICKS.

"HAVE DONE THIS A NUMBER OF TIMES"

R. F. D. No. 2, Port Clinton, Ohio, August 23, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Have never tried raising fancy poultry. I keep a nice lot of Single Comb White Leghorns, also a few Barred Rocks and Rhode Island Reds. *They are bred for layers and table use*. I usually raise from three to four hundred chicks each season. *Your Poultry Foods are all that you claim for them and more*. I can take your Incubator, your Outdoor B Brooder and your Prepared Foods and *raise 90 per cent. of all the chicks hatched*. Have done this a number of times and know whereof I speak.

MRS. MATTIE E. MOORE.

"I TELL THEM TO BUY THE CYPHERS"

Owensboro, Ky., April 12, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I received the 144-egg size Cyphers Incubator, also the Style A Outdoor Brooder—which *I am proud of*. I have had two hatches. The first hatch gave me 116 chicks; *the second hatch 136 chicks out of a total of 144 eggs set*. Am going to set my machine with turkey eggs for its third trial. I have had lots of friends call to see my Incubator and Brooder *and I tell them to buy the Cyphers*.

MRS. C. J. MOREHEAD.

BOUGHT HER CYPHERS TEN YEARS AGO

Windsor, Vt., July 1, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I bought an Incubator from you *ten years ago* and it *hatches as well today as it did when I first got it*. Would not trade it for a new machine of any other make that I know about.

ELLEN W. GRAY.

BELIEVES IT WILL LAST A LIFETIME

Sharpsville, Mercer Co., Pa., April 11, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have now used my Cyphers Incubator *eight or nine years*. Have had splendid success first to last, and it *still looks like a new machine*. I believe it will last a lifetime.

MRS. JOHN R. MILES.

THREE HATCHES WITH THE NO. 0

Joliet, Ill., August 12, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I purchased last spring of the Barrett Hardware Company a No. 0, 70-egg Standard Cyphers Incubator. *Made three hatches with it as follows: 63 chicks, 56 chicks, 59 chicks—all strong and healthy*. Have two other makes of incubators, but they do not produce as strong, healthy chicks as the Cyphers, nor as many of them. My only mistake was that I got too small a machine of your make.

MRS. DENIS LAWLER.

HAS HAD TEN YEARS' EXPERIENCE

Darby, Pa., May 17, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

I run my own Incubators, hatch and brood all chicks, and do all my own work with the parent stock. We have a 240 and 360-egg Cyphers, and the hatches are excellent. I raise the chicks in brooders *and have fine results*. I placed 111 chicks in a brooder (too many, of course), but I sold some of them right away, and left a balance of 80. *I raised them all to the present time but one*. They are now six weeks old and going to new quarters. I attribute all my success to using everything that is Cyphers made, whether buildings, or feed. There is nothing better. *I have had ten years' experience and know whereof I speak*, and I shall always be a patron of Cyphers Company.

MRS. E. A. BONSALE.

SECURED LOWER INSURANCE RATE

11244 Crescent Ave., Morgan Park, Ill., August 31, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Have used other incubators than yours, but now having thoroughly tested the Cyphers, *and finding it superior in every way*, I would not use any other make. This is especially true *as to the insurable feature*. I had an opportunity to find out. In asking permission of our insurance company, *they not only granted this*, but actually reduced our insurance rate. One can feel safe with the Cyphers.

MRS. J. G. CAMPBELL.

NO FURTHER USE FOR HENS

Box 332, Hillsboro, N. H., April 25, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Every time I set my Cyphers Incubator *I have fine luck*. It *never hatches any cripples or deformed chicks*. After using your machine I *would not think of going back to hens*.

MRS. J. MCADAMS.

"104 CHICKS FROM 104 FERTILE EGGS"

Christy, Kas., August 27, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

This last spring I made a 100 per cent. hatch with my No. 1 Cyphers, *getting 104 chicks from 104 fertile eggs*. This was *my first year's experience*, and I shall want more of your goods next season.

MRS. CLYDE McPHAIL.

"THE BEAUTY OF THIS MACHINE IS THE LARGE, FLUFFY CHICKS"

N. Hackensack, N. J., June 30, 1908.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been operating the Cyphers Incubators for a number of years past *with very satisfactory results*. The beauty of this machine is the large, fluffy chicks taken from the hatches, which thrive from the start. *I have raised to maturity 143 chicks out of 145 hatched*, although I must say that one of the chief factors in the raising of chicks is to start them aright in good brooders that give the chicks at all times good, pure air. This, I believe, the Cyphers Brooder does, which I have used since the purchase of my first machine. *My flock has been hatched exclusively in Cyphers Incubators for eight years past and this season I have hatched about 2,000 birds*; never have seen a finer lot, or more healthy, or raised a greater percentage of those hatched than this season.

H. C. CABLE.



Mrs. H. C. Cable, North Hackensack, N. J., and a Flock of Her Fine Fowls, Hatched and Reared in Cyphers Machines.

WOMEN ARE SUCCESSFUL WITH POULTRY—RIGHT EQUIPMENT NEEDED



FEEDING TIME—AT WORK WITH HER POULTRY.

"I WOULD NOT EXCHANGE IT"

Jerome, Idaho, June 30, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I bought one of your 70-egg Incubators in Chicago and have run same **very successfully for several hatches**. Comparing it with the other makes of incubators that I have seen and examined, **I would not exchange it for any other kind**. Am glad to say that the Cyphers suits me. MISS IDA H. BENNING.

BETTER THAN HENS—FIRST EXPERIENCE

R. F. D. No. 3, Columbia, S. C., June 25, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have had fine luck with my Cyphers Incubator. Would not **give it up for the old hen**, and feel that it is my duty to let you know how well pleased I am with it. **I never saw an incubator until I got this one** and did not know anything about them. Your machine is easier cared for than the old hen and the chicks do not come off all eaten up with lice. MRS. E. S. SHARP.

"THIS WAS MY FIRST EXPERIENCE"

Irwin City, Merced Co., Cal., August 16, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Have had good results from the Incubators purchased of you last spring. **This was my first experience in running an incubator and I cannot speak too highly of the merits of the Cyphers Incubator**. My average hatch was 92 per cent. My experience has been that the Cyphers will hatch every good egg entrusted to it. MRS. A. EVERETT.

A PASTIME—BUT PROFITABLE

Bay St. Louis, Miss., August 12, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been using one of your 120-egg Cyphers **for the last three years and it works to perfection**. It hatches all the good fertile eggs and the chicks are strong and vigorous. I use home-made brooders—one of my own invention—and raise more than 80 per cent. of all the chicks I hatch out of the Incubator. **I am raising chickens as a pastime, but I find it a paying one besides**. MISS VICTORIA GEX.

"RAISED 192 OUT OF 200 CHICKS"

Canton, Mass., June 7, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been in the poultry business for two years previous to this season, and had a failure each year in the raising of my chicks. **This year I bought one of your Style A 1909 Brooders and am having such good results with it that I bought another of the same style**. Out of two hundred chicks I have raised one hundred and ninety-two. They are all growing well. Your Chick Food, also, cannot be surpassed.

MRS. CHARLES MCCARTHY.

"DO NOT HAVE TO WORRY ABOUT IT"

Richmond, Ill., April 20, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

We have used our 220-egg Cyphers Incubator **for five years and it works now just as good as it did the first year**, and I know we have better hatches than do our neighbors who use other kinds. **I set my Incubator from three to four times a year**. If it's a Cyphers you do not have to worry about it.

MRS. THOS. E. HODGE.

INCUBATOR-HATCHED CHICKS ARE BEST

Blackstone, Va., July 19, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

Have been using a Cyphers Incubator **for several years** and am well pleased with it. I never fail to recommend it to my friends who are interested. **Have hatched chicks this year from hens and in your Incubator and find the Incubator chicks are stronger and better than those hatched under hens**. Your Incubator is easy to operate and will hatch eggs, if they can be hatched at all. MRS. J. S. McNAUGHER.

"IT WAS BOUGHT SECOND-HAND"

Ashland, Mass., May 9, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have one of your Incubators and Brooders of 1906 make and we like them very much. **Got a hatch from the machine yesterday of 103 chicks from 109 eggs**. It was bought second-hand, but it works splendidly. I am using your Poultry Foods and find them unsurpassed for chickens.

MRS. S. R. GREISHABER.

"I HEARTILY RECOMMEND THE CYPHERS"

Boonville, Mo., August 10, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have been using a No. 2 Cyphers Incubator **for five years and am greatly pleased with it**. Usually set it four times each year and have had as high as 202 chicks at a hatching. The regulator keeps the temperature at the right place, **and when away from home I have no fear of finding my eggs too hot or too cold when I return**. I heartily recommend the Cyphers Incubator to any one who wants maximum results with the minimum expenditure of labor and fuel. MRS. W. A. HURT.

"BETTER THAN YOU REPRESENT THEM"

R. F. D. No. 2, Montgomery, Ala., March 28, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

I have one of your 144-egg Incubators, **also a Style B Brooder** which I bought from your agents, the Harvey Seed Company. Am delighted with both. **They are all and better than you represent them to be**. They are far superior to the hen-method of poultry raising. Would not again be without them.

MRS. L. C. YOUNG.

LIKES THE STYLE B BROODER

Hamilton, N. Y., July 18, 1910.

Cyphers Incubator Co., Buffalo, N. Y.—

The Incubator that I purchased of you is a fine machine and has proved to be a good investment. **It has hatched a grand lot of chicks for me**. These chicks are as strong as can be. The regulator on the Cyphers beats anything I have ever seen. **Your Style B Outdoor Brooder easily excels all the brooders used anywhere in this neighborhood**. MRS. R. H. JEFFS.

DID NOT LOSE A CHICK IN BROODER

Mapleton, Ill., July 8, 1909.

Cyphers Incubator Co., Buffalo, N. Y.—

I have purchased one of your No. 0 Incubators and a Style A Brooder, and I must say that they are O. K., **as I got 54 chicks out of 60 fertile eggs, and I did not lose a chick in the brooder**. They are strong and healthy. I want to buy a larger incubator of your make next season, also a brooder.

MRS. JOHN F. KOHLER.



A SUCCESSFUL POULTRY BREEDER AND HER PET FLOCK.



CYPHERS INCUBATORS IN FOREIGN LANDS

Why We Call Our Machines the "World's Standard Hatchers." They are Used and Strongly Endorsed in Every Civilized Country on the Globe

THE GOLD MEDAL and HIGHEST HONORS were awarded Standard Cyphers Incubators at the Pan-American Exposition, Buffalo, N. Y., 1901, at the World's Fair (Louisiana Purchase Exposition), St. Louis, Mo., 1904, at the Lewis and Clark Centennial Exposition, Portland, Ore., 1905, and First Prizes for Test Hatches and on Mechanical Excellence have been given to these machines in the leading countries of Europe. For years we have met all comers, both at home and abroad—without once experiencing defeat in competition.

The foregoing facts, together with the high endorsements our Incubators have received in foreign lands from men in authority as poultry inspectors, as judges, as practical experts, etc., led us to style our Incubators the "World's Standard Hatchers," because no other incubator thus far invented and placed on sale has equalled or approached the world-wide record made by the Cyphers during the last dozen years.

Cyphers Incubators are now in successful use in every country on the globe where poultry is grown for market. For obvious reasons they have been received with special favor in English-speaking countries. In the pages next following we present as many reports as we can spare room for in this catalogue, telling of the satisfactory results obtained by our customers. Our foreign catalogue—a book similar to this, contains full information upon these points and many more testimonials than we can print here.

In order that our trade and friends in foreign countries may be protected against "pirated" imitations, we have taken out in each country a registered trade-mark, as shown on page 18, in order that all may know whether or not they are buying the "Genuine Cyphers, made in the U. S. A." Every genuine Cyphers Incubator, no matter where found, bears this trade-mark.

CYPHERS INCUBATOR COMPANY.

Buffalo, N. Y., U. S. A., December 1, 1910.

FRANCE

St. Aubin-Sur-Scie, France, June 13, 1908.

Cyphers Incubator Company:—

Here at Ferme Douglas, your machines **are giving entire satisfaction**. We are agreeably surprised with results of hatches, from eggs laid by our Rouen ducks.

I find that it makes no difference whether it is in U. S. A., England or France, the "Cyphers" **is always equal to the occasion**.

It is now **some eight years** that I have been running the Cyphers Incubators, and **in my experience I have not been able to find any other machine that will give as good results**, particularly with so little attention. We are operating 72 of your large size machines.

FERME DOUGLAS,

Geo. Luck, Regisseur.

ITALY

Gagnola, Milan, Italy, June 10, 1909.

Cyphers Incubator Company:—

Permit me to say that your machines alone are perfect, well built and **work with great accuracy**, thanks to your automatic regulator. They are economical and solve the problem of profitable poultry raising. **The above is my experience.**

Referring to my work in connection with your machines amongst high poultry authorities, it has given me much pleasure to hear **the satisfaction and approval** which your excellent machines have given. I myself repeat to you the same satisfaction and approval.

GIULIO BERTONI.

SWITZERLAND

Aarau, September 6, 1910.

Cyphers Incubator Company:—

I have been recommending, as you know, **for some years** your Incubator as **the best and least expensive**—a thing which is of great consideration in our country, which is not too rich. Friends of mine using your machine **have reported results of 95 to 98 per cent.**, without having had losses afterwards. These people are thoroughly honorable and have no reason for wishing to say what is not true. I will continue to recommend in the future the Cyphers as being **a substantial and inexpensive machine with an unequalled system so far as self-ventilation and self-regulation are concerned.**

PAUL STAEHELIN, Etablissement Argovia.

BELGIUM

Antwerp, March 6, 1909.

Cyphers Incubator Company:—

I have pleasure in informing you that the two No. 1 Cyphers Incubators and the four Brooders with which you supplied me **give every satisfaction**. The working of your machines is very regular and the results that I have obtained **always excellent**. The Brooders are **perfect substitutes** for the natural mothers.

THEOPHILE BAL.

AUSTRIA

Kapfenberg, May 17, 1909.

Cyphers Incubator Company:—

I am very much satisfied with the Cyphers Incubator. It has **hatched 350 chickens out of the 360 eggs** which were put in. The apparatus in question does its work wonderfully well and gives no trouble whatever.

ERSTE KAPFENBERGER DAMPFBRAUEREI.

NORWAY

Tungenes Lighthouse, via Stavanger, August 18, 1910.

Cyphers Incubator Company:—

Have been **very glad of my purchase** of the 140-egg Cyphers Incubator and the two Style A Brooders which I bought last spring, as the result of the four hatches have been very surprising. To get **341 chicks from 371 eggs** seems to say that Cyphers is the non plus ultra of Incubators. First hatch came March 16th, with 56 chicks from 67 eggs; second hatch, 79 chicks from 92 eggs; third hatch, 102 chicks from 105 eggs, and fourth hatch, 104 chicks from 107 eggs. I lost two by accident and killed three weak ones, **but the rest are very strong and healthy chicks**. Chicks of the first hatch commenced to lay at four months old.

E. MASSEN, Lighthouse keeper.

SWEDEN

Skebg, Kallby, June 5, 1909.

Cyphers Incubator Company:—

I have nothing but praise to say of your Incubators, as they have been doing excellent work, having hatched about 500 chicks this summer, besides some 50 ducklings, all strong and healthy. **The Style A Brooders have also done their duty finely.**

AX. AHLSTRAND.

RUSSIA

Bartkow, January 8, 1910.

Cyphers Incubator Company:—

I wish to inform you that the No. 1 Cyphers Incubator, bought of you last year, **has been in use the whole season** and has never failed to give genuine satisfaction. The regulation is amazingly simple and very efficient. The self-airing is excellent, the lamp easy to handle and economical in use of petroleum. General appearance of the machine is very attractive. **Machine has given life to four generations of chicks and three of ducklings, each time the hatch being 70 to 80 per cent.,** and I regret that I did not buy a larger machine. In a word, the Cyphers Incubator is an excellent hatching machine and **of inestimable value to every housewife.**

STANISLAWOWA HR. LOSIOWA.

HOLLAND

Utrecht, June 11, 1907.

Cyphers Incubator Company:—

The four Cyphers Incubators I bought of you five years ago have given excellent results, and **the three Style A Brooders you sent me have proved a perfect success**. The regulator on the Cyphers is the best in existence; that is the reason beginners can operate the Cyphers without trouble. I never saw another incubator **that was, in fact, a non-moisture machine. It is a pleasure to me to recommend the Cyphers**—a machine that has done so much for the poultry business. The Cyphers will be the incubator used by all progressive poultrymen in Holland.

J. W. PLANTEN.



Photographic View Showing Exhibit of Cyphers Incubators, Brooders and Poultry Supplies, made by our General Representatives for Hungary, the Co-Operative Association of Hungarian Farmers, at the International Poultry Show, Budapest, Hungary, December, 1907.

HUNGARY

Cyphers Incubator Company:—

Temesvar, May 1, 1907.

We, the undersigned, have much pleasure in testifying that the three Cyphers Incubators which the association possesses have given **the greatest satisfaction**, namely, the splendid result of from **82 to 96 per cent. hatches**. The Cyphers machines have enormous advantages over other incubators, in that they are reliable, **easy to handle**, and for these reasons we can warmly recommend them to everybody.

CARL ZASHURECZKY,

Manager of the Farmers' Association of Temesvar.

JOHN JUNGERT, Secretary.

DENMARK

Vegen Station, June 12, 1908.

Cyphers Incubator Company:—

I am very pleased with the Cyphers Incubator. **After several years of misfortune with incubators** I looked around for a new and better one. Have found it in your machine. It hatches 80 per cent. of the fertile eggs. Have never used any moisture in it. It ventilates perfectly and **the regulator keeps the heat exactly on the point it is set for**. The Cyphers **is the only machine** I can recommend to my friends, and I find pleasure in doing this often.

DITLEV M. FREIBERG.

GERMANY

Crefeld, May 14, 1906.

Cyphers Incubator Company:—

I wish to add my testimony to your list of successful users of Cyphers Incubators and confirm that **the Cyphers is in fact a non-moisture and self-ventilating incubator** that does the work claimed for it.

After experimenting since 1896 **with several different makes** of incubators, I bought in 1904 a Cyphers, and I will admit that the success in hatching and raising poultry **dates from the time I began using your incubators and brooders**. I have now averaged about 80 per cent. of 1,171 fertile eggs from December, 1905, to April, 1906.

P. SWEERS.

EGYPT

Alessandria, April 6, 1908.

Cyphers Incubator Company:—

The No. 0 Cyphers Incubator reached me in very good condition. I have pleasure to tell you that, so far as I can see, your Incubator is **perfect in every respect**. The result of my first hatch was 88 per cent. Am enclosing you order herewith for one No. 3, 360-egg capacity Incubator, also one Cyphers Indoor Brooder.

J. MONTESINI.

HAWAII

Haleiwa, Oahu, July 4, 1907.

Cyphers Incubator Company:—

We recently purchased one of your 120-egg Incubators and find it all that you claim. It may interest you to know that before purchasing we looked over a poultry journal, picked out 15 of the principal advertisers, **covering territory from Maine to Washington State**, and wrote to them asking their candid opinion as to which was the best incubator. Every one of them said "Cyphers." Some of them said "Cyphers or ———," etc., but all said "Cyphers." **You could not receive a greater compliment.** Trusting that our order is on the road, we remain,

F. J. CHURCH, Mgr. Haleiwa Hotel.

POLAND

Riga, June 12, 1906.

Cyphers Incubator Company:—

At the Twelfth Poultry Exhibition of the Riga Club of Poultry Raisers, February 2-6, 1905, your machines were exhibited by your agent at Warsaw. As your apparatus was absolutely unknown to us, **it was decided to make a trial hatch with your machine**, and I was asked to run through this trial hatch as Secretary of the Association and one that had experience in artificial incubation. I operated the machine according to your instructions and **obtained brilliant results**. It was found that your apparatus was very easy to operate and very practical. We have made experiments with other makes of incubators and find the Cyphers system in its construction and results superior.

In view of the advantages and practical construction of the "Cyphers," the management of the Riga Poultry Club has decided to award the Cyphers Incubator Company for their incubators the **large golden club medal**.

GEORGE LACHS, Secretary.

JAPAN

Yokohama, October 5, 1907.

Cyphers Incubator Company:—

In January I had the opportunity to buy a brand new 120-egg capacity Cyphers Incubator. **It works very well indeed.**

R. SCHUFFNER.

CUBA

AGRICULTURAL EXPERIMENT STATION

Santiago de las Vegas, Cuba, November 26, 1909.

Cyphers Incubator Company:—

I am pleased to let you know that we are using now two of your Incubators that were **purchased by the former chief of this department**, from which Incubators we have obtained very satisfactory results.

Perhaps in a near future we will be able to purchase some new incubators, and then I will be pleased to correspond with your house.

DR. EMILIO L. LUACES,

Chief Department Animal Industry.

PORTO RICO

Manati, August 2, 1908.

Cyphers Incubator Company:—

As previously reported, my second hatch with your No. 1, 120-egg size Cyphers Incubator, **gave me 125 chicks out of 127 eggs. I have just obtained a hatch of 123 chickens out of 125 tested eggs**—one egg being infertile and in the other the germ was dead. During the three hatches made thus far I have not added moisture, relying entirely on the machine to do the work well. After thoroughly learning what can be expected of a Cyphers Incubator, **I have no hesitation in recommending it to any one desiring to buy a good hatching machine.** The same is true of my brother Ramon Velez, 1020 Ocean Ave., Brooklyn, N. Y., who keeps two large Cyphers constantly in operation.

B. VELEZ.

URUGUAY

Colonia, Uruguay, So. America, January 24, 1910.

Cyphers Incubator Company:—

I find the Cyphers Incubator and Brooder **very satisfactory indeed**, and would like to use nothing but Cyphers products if possible to get them here.

MRS. EUGENIA M. GALVIN.



Sheref Ali Jaffer, Constantinople, Turkey, Taking Off Hatch.

TURKEY

Constantinople, May 8, 1906.

Cyphers Incubator Company:—

Though I have bought many machines from other manufacturers, I have never succeeded in obtaining chickens from 85 per cent. of the eggs, whereas your machines **have hatched for me 85 per cent. of the eggs**. I am sending you herewith two photographs, one showing a hatch being taking off from your No. 2, 220-egg size hatching machine.

SHEREF ALI JAFFER.

ARGENTINA

Buenos Ayres, Arg. Rep., S. A.

Cyphers Incubator Company:—

I have pleasure in forwarding a few photos of this South American poultry farm, which perhaps may be of interest to you. I will say with reference to your make of Incubators, **that I am perfectly satisfied with them**. Our breeding season commenced two months ago, and the hatching of chicks and ducks is now in full swing, and naturally my Cyphers Incubators are to the front. In fact, **with nearly three years' experience with incubators**, I feel confident in saying that **the Cyphers is the best system for this climate**.

JUAN H. CASSELS.

MEXICO

Hacienda Robinson, Chihuahua, Mex., August 19, 1908.

Cyphers Incubator Company:—

For about a year I have been using one of your Cyphers Standard Incubators of 240-egg capacity, also two of the Cyphers Three-Apartment Outdoor Brooders and Colony Coops which I purchased from you, **and I am well pleased with the results obtained**. I think the self-regulating devices the best and most accurate on the market, and I cheerfully recommend the Cyphers machines **to any one wanting good reliable artificial hatchers and brooders**.

E. S. PLUMB.

NEW ZEALAND

Government Experimental Station,

Momohaki, Waverley, N. Z., October 12, 1907.

Cyphers Incubator Company:—

After using your Incubators for three years, **I find they are the most up-to-date machines I ever worked**, and as I have used eighteen different makes of incubators in my lifetime, I think I am competent to offer an opinion. We have many opportunities to give the public the benefit of our information, **and I am pleased at all times to recommend the non-moisture Cyphers**.

W. I. GREEN, Poultry Expert.

Highly Endorsed In British Isles

"IT IS A FIRST CLASS MACHINE AT A REASONABLE PRICE"

Midland Agricultural and Dairy College, Kingston, Derby, Eng., August 5, 1909.

Cyphers Incubator Company:—

To sum the Cyphers Incubator up in a few words: **It is a first-class machine at a reasonable price**, giving excellent results. In some cases I had over 80 per cent. of the total number of eggs set hatch off. The ventilation is quite satisfactory. The regulator is **everything that can be desired**. When there is a sudden change in the weather from very hot to cool, or the other way on, it adjusts itself, whilst other incubators which contain capsules have to be adjusted. I have never known the regulator to go wrong. But in other machines where a capsule is used I have had some very serious losses through the capsule giving out, when of course the damper drops **and the eggs are spoiled**. Another very great advantage of the Cyphers Incubator is the placing of the thermometer **inside** the machine. I have never had one broken or get out of order during the six years I have been working them.

CHAS. H. DOBBIN,
Poultry Instructor.

ENDORSEMENT FROM PROMINENT ENGLISH POULTRY INSTRUCTOR

Bletchley Hall, Bletchley, Bucks, England, May 30, 1907.

Cyphers Incubator Company:—

In my opinion, **which is formed from my own practical experience**—and this has been great and varied with almost every machine **made or introduced into this country**—as well as that of my numerous students, all of whom work these machines on their farms, the Standard Cyphers Incubators are **without the shadow of a doubt**, or fear of personal contradiction, the cheapest, the best made, the easiest to work, the simplest to understand, **the most reliable and give the best results**. As compared with other incubators, they are a pleasure to work with; in fact, they are **the best that science has yet devised** and that money can buy. They are by merit alone, quite on top.

Yours very truly,
PROFESSOR HOLLOWAY.

WELL-KNOWN ENGLISH JUDGE AND POULTRY EXPERT

WILLIAM H. COOK

Poultry Judge, Breeder, Exhibitor and Expert

St. Paul's Cray, Kent, England, July 20, 1908.

Cyphers Incubator Company:—

With reference to the three large Standard Cyphers Incubators purchased from you and **which I have had working on my farm for nearly two seasons**—I have pleasure in stating that they have in every way given me **entire satisfaction**, always being reliable and hatching out strong chickens, no matter how severe the weather might be. I consider the Standard Cyphers Incubator the best hot-air incubator obtainable.

Yours faithfully,
WILLIAM H. COOK.

"THE INCUBATOR OF THE AGE"

Wilson's Poultry Farm, Appleby, Westmoreland, Eng., January 1, 1910.

Cyphers Incubator Company:—

About two years ago we got two 390-egg machines from you. We have nothing but the very highest praise for them. **They do all you claim for them and stand alone as the incubator of the age**. To our mind there is no machine on the market that can compete with the Cyphers, and **we have tried practically every known machine**.

Faithfully yours,
J. W. WILSON & SON.

HIS GRACE THE DUKE OF PORTLAND'S POULTRY YARDS

Welbeck Abbey, Worksop, October 4, 1909.

Cyphers Incubator Company:—

After twenty years' experience with various machines, both hot water and hot air, I have no hesitation in saying that **your machines are by far the best placed before the public**. In my opinion the self-supplied moisture and the automatic ventilation combined with the accurate regulation is all that could be desired. The Incubators I have of yours were bought second-hand, which have worked splendidly, never varying scarcely a degree right through the season. **The average right through the season works out about 80 per cent.**

Yours faithfully, W. BUSH,
Head Poultryman to His Grace, The Duke of Portland.

EARL OF ROSEBURY'S POULTRY YARDS

East Craigie, Cramond Bridge, near Edinburgh, N. B., Scotland, June 15, 1908.

Cyphers Incubator Company:—

I have much pleasure in informing you that I am delighted with the Standard Cyphers Incubator, 140-egg size, I got from you in the beginning of the season. **The results have been most satisfactory, and far above my other machines**. My best hatch was 112 chicks out of 120 fertile eggs, and about 88 per cent. of the season's hatch. The Standard Cyphers Incubator is a non-moisture machine, self-regulating, and the regulator is simply perfect, as it never varies a degree either in hot or cold weather. Any novice could manipulate the Standard Cyphers. **I can thoroughly recommend any one who is going in for a new incubator to get a Standard Cyphers and I am sure they will never regret it.**

Yours faithfully,
JOHN P. HARLE, Poultry Mgr.

SCOTLAND DAY-OLD-CHICK FARM USING TWENTY-THREE CYPHERS

Denny, Scotland, April 25, 1907.

Cyphers Incubator Company:—

I have now increased the number of Standard Cyphers Incubators used by me **to twenty-three** (390-egg capacity), no other make being used. Owing to the certainty with which I can gauge the number of chicks expected to hatch out in each incubator, I am able to promise dispatch to my clients, beforehand, to within a dozen or two—the Cyphers Incubators thus enabling me literally to "count my chickens before they are hatched." **Hatching, as we do, over 2,000 chickens a week**, a great deal depends on the incubators we use, if we are to prevent disappointment to our customers.

I find the Cyphers Incubators the best hatching, the easiest to operate, and for the "day-old" chick industry, the only practicable machine available. **Last summer I hatched 17,000 very strong and vigorous chicks in thirteen Cyphers Incubators.**

Yours faithfully,
R. MILLER, Stirlingshire Poultry Farm.

USING 25 CYPHERS INCUBATORS OF VARIOUS SIZES

The Farm, Bedfont, Feltham, Middlesex, Eng., August 20, 1909.

Cyphers Incubator Company:—

Since writing you in August, 1906, we have had **further grand results** with incubators of your manufacture, and take this opportunity to let you know we are still highly satisfied. We have found them to hatch well, and on time in all seasons. We can thoroughly recommend them to any one wanting a good business machine, we ourselves using 25 of various sizes in our day-old chicken trade. Have hatched more than 300 chicks at one set from your No. 3 machine, and fine, lively chicks, too.

Yours faithfully, BENNETT BROS.

EUROPE'S FOREMOST POULTRY AUTHORITY

UNIVERSITY COLLEGE, -READING, ENGLAND, COLLEGE POULTRY FARM, THEALE

Memorandum from Edward Brown, F. L. S.

In association with Reading College

Cyphers Incubator Company:—

The Chestnuts, Theale, Berks, Eng., March 26, 1906.

We beg to report that during the past season we have given very careful tests to the 1906-pattern Standard Cyphers Incubator, and have **found the improvements made in this machine**, as compared with the previous pattern, **very excellent indeed**. Some of these **add greatly to the facility** in working the machine, and also **minimize labor**. The drawers into which the chicks drop after hatching are a very great convenience, and we believe that the greater depth in the machine thus secured is advantageous in other ways. The regulation of the machine has been **excellent in every way**. During the test of the 360-egg machine we found that it only varied about one degree. **After several hatches** we have therefore pleasure in saying that this **machine has worked excellently**.

Yours faithfully,

Edward Brown

Lecturer on Aviculture.

Sample Canadian Reports

POULTRY JUDGE AND INSTITUTE LECTURER

Ottawa, Canada, June 25, 1910.

Cyphers Incubator Company:—

Have used Cyphers Incubators the past ten years and have always **found them satisfactory in every respect**. As I do a lot of judging and institute work I have an unusual opportunity of getting the opinions of poultrymen in different parts of the country and I find that **the general impression is very favorable to your Incubators**.

GEORGE ROBERTSON, P. O. Box 242.

"254 CHICKS FROM 278 EGGS"

Aldergrove, B. C., April 11, 1909.

Cyphers Incubator Company:—

The machine which we got from your Vancouver agent has produced 254 splendid chicks from 278 fertile eggs, which I bought in a case at the local store. **I need not tell you how pleased both my partners and I are at such a good hatch**. I have written to your agent at Vancouver to let him know that they handle such trustworthy machines.

We trust you can convince every prospective purchaser as you have us, and save them time, trouble and expense.

THOMAS FITZPATRICK.

"HATCHING FULLY 90 PER CENT."

Ashbank, Gorebridge, N. B., July 1, 1909.

Cyphers Incubator Company:—

The Incubator I got from you this year **worked splendidly, and gave every satisfaction**, hatching fully 90 per cent. on an average. I may say that I had one three years which was worked alongside of two hot-water machines, but I much prefer the hot-air machines; in fact, **I find the Cyphers is all that it is represented**, and the self-ventilation is all that is claimed for it. I can thoroughly recommend your machine to all.

THOMAS A. TORRANCE.

USING THEM IN DAY-OLD CHICK BUSINESS

Vancouver, B. C., August 25, 1910.

Cyphers Incubator Company:—

We have been using Cyphers Incubators **exclusively for the last five years** and they have given us every satisfaction. The hatches have been large and the **chicks strong and vigorous**—better, we believe, than from any other incubator we have ever come in contact with. Your Incubators are easy to operate and the **quality of the chickens highly satisfactory**. We have shipped them at one day old all over the country in very large quantities and the percentage of mortality on account of the strength of the chicks has been insignificant.

WHITE WINGS POULTRY RANCH,

J. J. Wilson, Prop.

"AT LIBERTY TO PUBLISH THIS LETTER"

Ayton, Ont., Can., June 3, 1910.

Cyphers Incubator Company:—

I am using several of your Incubators—240 and 390-egg size—on my poultry plant, and find them satisfactory in every way. I do not hesitate to recommend the Cyphers Incubators to be first-class and reliable. You are at liberty to publish this letter.

VAL. GLEBE.

"THEY ARE MY STAND-BYS"

Ayton, Ont., Can., June 8, 1910.

Cyphers Incubator Company:—

At present I am using one No. 2 and three No. 3 Cyphers Incubators. They are my stand-bys. I first tried another leading make that it was claimed would hatch stronger chicks, **but I found it just the other way**. Am running a commercial poultry farm and sell day-old chicks as a specialty. Am handling bred-to-lay White Wyandottes and Single Comb White Leghorns. **I wouldn't want to be in the poultry business without the help of Cyphers Incubators**.

W. H. FISCHER.

"PROVED MY WORDS TRUE"

Browns Flats, B. C., August 5, 1908.

Cyphers Incubator Company:—

I am pleased to report that the Incubator purchased from your Company in 1905 is still giving splendid results. A few weeks ago I met a man in the poultry business, who had seen my letter in 1907 catalogue. He told me that the claim, "chickens hatched in your Incubators, and reared in your Brooders, are so thrifty that in less than three weeks two brooders are required for the chickens taken from one incubator," was a "blow-hard," **but this spring he bought a Cyphers Incubator and Brooder and proved my words true**. MRS. F. E. McKEEL.

"THE CHICKS WERE IN PILES"

London, Ont., Can., June 7, 1910.

Cyphers Incubator Company:—

We are using one of your No. 1 Cyphers Incubators and must say **they are the best made**. I have tried the ———, also the ———, and two other well-known makes, but no one could get my Cyphers away from me **unless he pays more than I could get a new one for**. Mr. Gilbert, 40 Maple Street, this city, has one of your machines; so has G. Wells of Pattersburg. Mr. Wells' machine is the No. 3, and I **saw it hatching last Sunday**. The chicks were in piles! It would have made you smile to see the bunch hatched out. **There must have been three hundred of them**.

ADAMS BROS., 127 Hamilton Road.

"THE VENTURE PROVED EMINENTLY SUCCESSFUL"

Sidney, Man., Can., August 3, 1908.

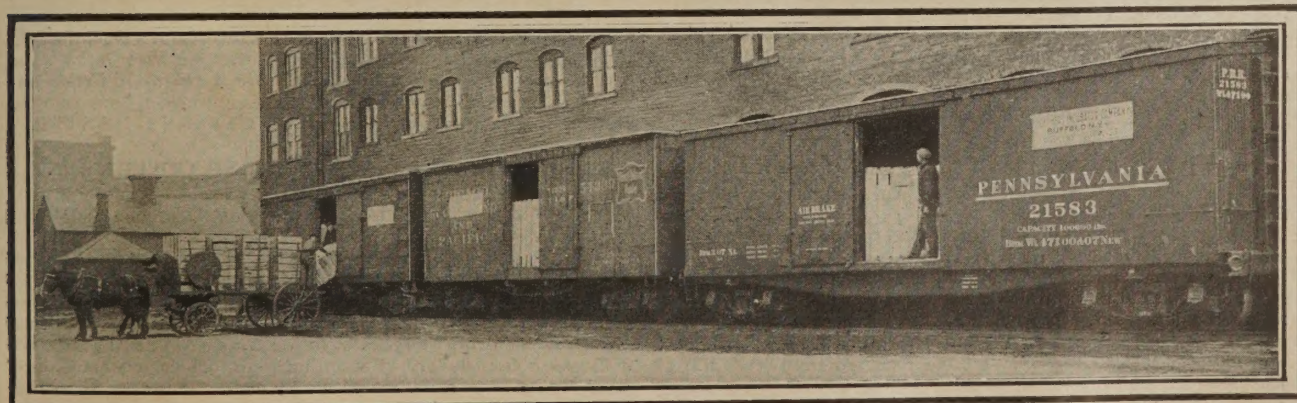
Cyphers Incubator Company:—

Two years ago, finding I could not raise sufficient young fowls each year to keep up the laying stock, I decided to purchase one of your Incubators. The venture proved so eminently successful that I invested in a second the following year. For this season I procured one of your Style A Outdoor Brooders.

I am particularly pleased with your productions. **The Incubators (excepting for the daily attention necessary) have nearly run themselves**. In spite of this we have had good hatches of fine, strong chicks. The Brooder is as near perfection as it is possible to make it; never giving the least trouble, even in very windy weather.

I may add that in this Western Country, with so short a season and so much to be done, your machines have raised the poultry business on my farm from a position of comparative failure to one of success.

A. C. SHARPLEY.



A Single Shipment of Cyphers Ostrich Incubators to Cape Colony, South Africa. The illustration, from photograph, shows the three large furniture-size cars necessary for this shipment being loaded in front of Cyphers Company factory at Buffalo, N. Y.



Cyphers-Hatched Ostrich Chicks.



Cyphers-Hatched Ostrich Chicks.

CAPE COLONY, SOUTH AFRICA

Cyphers Incubator Company:—

Under separate cover we are sending you four photos, showing hatches made in Cyphers Incubators, *two of which are of ostriches.* These you may use at your discretion. Photo No. 1 *shows ostrich chicks hatched in a Cyphers Incubator by Mr. Martin of Perseverance, near Port Elizabeth.* Mr. Martin and his helper are shown in the picture. Photo No. 2 shows a flock of ostrich "chicks" considerably older, *that also were hatched in the Cyphers Ostrich Incubator by Mr. Martin.* BLAINE & CO.

100 PER CENT. HATCH, OSTRICH EGGS

Bowden Hall, Middelburg, Cape Province, So. Africa,

September 18, 1910.

Cyphers Incubator Company:—

I have just got a hatch off of *forty ostrich chicks out of forty fertile eggs*—all from the one machine. This I am sure *is a record for any ostrich breeder* and I felt sure you would be glad to know about it.

ROELOF KOTZE.

TELLS WHY HE TRUSTS OSTRICH EGGS IN THEM

Seymour, Cape Colony, So. Africa,

September 12, 1910.

Cyphers Incubator Company:—

Am pleased to say that I have used your Hot-Air Cyphers Incubators *for several years* now in hatching ostrich eggs and *my success with the Cyphers is the one thing that warrants my trusting valuable ostrich eggs in them.* They are reliable and do uniformly good work.

A. G. RANDALL.

AUSTRALIA

BOUGHT THREE, THEN TEN, THEN TEN MORE

Carisbrook Poultry Farm and Duck Ranch

Kalgoorlie, West Australia.

Cyphers Incubator Company:—

During the season of 1901-1902 we used three of your 120-egg Cyphers Incubators with marked success. *As a result of their good work* we then bought ten of your 360-egg size, and you will remember that a few months ago we placed another order with you for ten more of the largest size, *making 23 of your Incubators* we are now operating in our cellar. Today we are operating the largest poultry and duck range in Western Australia.

CARISBROOK POULTRY FARM.

Per A. A. Fuller.

BELIEF IN MACHINE STRONGER WITH EACH HATCH

Cyphers Incubator Company:—

Zillmere, Australia.

We tested several of the leading makes of incubators (in company with the Cyphers machine), before deciding with which make we would equip our plant. We made no mistake in deciding on the "Cyphers." We found it the best machine both by personal test and by the reports of other poultrymen throughout Australia (having recently visited the southern states): My belief in the machine grows stronger with each hatch. It is without doubt the best Incubator on the market today. We are operating at present seven 360-egg size.

J. HOOK,

Manager Pineapple Duck Farm.

"I UNHESITATINGLY RECOMMEND"

Adelaide, So. Aus., September, 1906.

Cyphers Incubator Company:—

After some twenty-five years or more of *practical experience with incubators of various designs*, construction and principle, I unhesitatingly recommend the "Cyphers," not because of their wonderful renown, neither because I have read and heard so much about them, *but rather because I have had practical experience with them*, having operated three Cyphers Incubators with marvelous success. I have removed from the three machines operated hatches of 85, 87½, 90, 92, 96 and 99 per cent. out of the fertile eggs and the chicks and ducklings have all been hatched wonderfully *strong, healthy and vigorous*, not a cripple or deformed chick or duckling appearing.

F. W. RAWLING.

NEW ZEALAND

TELLS OF TEN GOOD HATCHES

Linfield Poultry Farm

Pah Road, Epsom, Auckland, New Zealand, October 25, 1910.

Cyphers Incubator Company:—

I am penning you a few lines to let you know what I think of Cyphers Incubators as hatching machines. I am using three of your machines, also a —, — and —, but I must say *the Cyphers is undoubtedly the best machine* I have operated. They do not vary a fraction of a degree. *My hatches this season have been as follows: Four hatches, 86 per cent.; four hatches, 90 per cent.; a 95 per cent.; and a 98 per cent. hatch*, which I pronounce very fine work. You may use this report as best you please. ALBERT W. IRVINE.

INCUBATED 4,660 EGGS—HATCHED 82.41 PER CENT.

Ponui, Auckland, N. Z., November 16, 1908.

Cyphers Incubator Company:—

I have much pleasure in sending you a brief account of *this season's work with your Incubators*. We have three No. 3 and one No. 1 machines. We set 4,660 eggs, of which 1,134 were infertile, cracked, or dead germs. Of the remainder 3,526 were hatched 2,906, or 82.41 per cent. of the good eggs. Out of every 100 eggs set we hatched 82.36 per cent. *We also have four four-section Brooders and three Style A Outdoor Brooders.* We find them good in every way, being easy to clean and easy to keep an even temperature in them. ANDERSON J. HEWITT.

RECOMMENDED BY NEW ZEALAND GOVERNMENT EXPERT

Makotuku, Hawkes Bay, December 3, 1907.

Cyphers Incubator Company:—

I take great pleasure in testifying to the good qualities of your machine. I started my poultry farm with an incubator of New Zealand make and was disheartened with the results and more particularly with the weakly chickens. *The New Zealand Government expert suggests, in his Guide to Poultry Rearing a Cyphers Incubator.* I accordingly got one as you know, and *have found it to work wonderfully well.* It is easy to operate and the temperature is very uniform. My hatches have been very good—85 and 86 per cent. of strong, healthy chicks. *I put them into one of your Outdoor Brooders* and have had very few losses.

CHARLOTTE HALSE-FRANCIS.

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